

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2006 LTC Product
Project Name/Number: 2022 LTC Rate Increase/

Filing at a Glance

Company: CMFG Life Insurance Company
Product Name: 2006 LTC Product
State: Pennsylvania
TOI: LTC03I Individual Long Term Care
Sub-TOI: LTC03I.001 Qualified
Filing Type: Rate - Other (Not M.U. or G.I. Product)
Date Submitted: 11/09/2022
SERFF Tr Num: CUNA-133455533
SERFF Status: Closed-Approved
State Tr Num: CUNA-133455533
State Status: Approved
Co Tr Num: 2006-LTC-COMP(PA)

Effective: On Approval
Date Requested:
Author(s): Kathy Strauser, Beverly Lochner, Hanna Holzer, Evan Pollock, Dan Nitz, Abby Churchill, Dean Wang, Andrea Schneider, Tom Wrigley
Reviewer(s): Valerie Romig (primary), Jim Laverty
Disposition Date: 12/21/2022
Disposition Status: Approved
Effective Date:

State Filing Description:

Proposed aggregate 8.5% increase on 849 PA policyholders of CMFG Life form 2006-LTC-COMP(PA).

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2006 LTC Product
Project Name/Number: 2022 LTC Rate Increase/

General Information

Project Name: 2022 LTC Rate Increase
Project Number:
Requested Filing Mode: Review & Approval
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact: 8.5%

Status of Filing in Domicile:
Date Approved in Domicile:
Domicile Status Comments:
Market Type: Individual
Individual Market Type:
Filing Status Changed: 12/21/2022
State Status Changed: 12/21/2022
Created By: Hanna Holzer
Corresponding Filing Tracking Number:
State TOI: LTC03I Individual Long Term Care

Deemer Date:
Submitted By: Hanna Holzer

Filing Description:

The purpose of this filing is to request an 8.5% rate increase on our Long Term Care insurance policy form 2006-LTC-COMP(PA) and associated riders, which were approved by the Department on March 8, 2007.

CMFG Life is seeking rate increases on its Long Term Care Insurance (LTC) products because current estimates of lifetime loss ratios are in excess of expected. This rate filing is not intended to be used for other purposes.

CMFG Life has requested or intends to request a 100-150% rate increase in all states and the District of Columbia. In states where the entire increase is not acceptable all at one time, an additional rate increase will be requested in successive years.

Once state approval is received, action will be taken to implement the rate increase in a timely manner. We will offer affected policyowners some alternative options to reduce their benefits in order to possibly maintain their current premium levels. We are also offering coverage under the contingent benefit upon lapse option to any policyholder whose policy lapses within 120 days of the rate increase effective date, regardless of the age and cumulative percentage of rate increases that have been applied to the policy.

Attached to the Supporting Documentation tab is the actuarial memorandum with corresponding appendices to support this request. New rate tables for this form are attached to the Rate/Rule Schedule tab with an 8.5% increase applied.

CMFG Life no longer markets Long Term Care insurance in any state.

Thank you for your time in reviewing this submission.

Company and Contact

Filing Contact Information

Abby Churchill, Product Management
Consultant
5910 Mineral Point Road
Madison, WI 53705

abby.churchill@cunamutual.com
800-356-2644 [Phone] 665-7543 [Ext]

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2022 LTC Rate Increase/		

Filing Company Information

CMFG Life Insurance Company
2000 Heritage Way
Waverly, IA 50677
(319) 352-4090 ext. [Phone]

CoCode: 62626
Group Code: 306
Group Name:
FEIN Number: 39-0230590

State of Domicile: Iowa
Company Type:
State ID Number: L0357

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2022 LTC Rate Increase/		

Filing Fees

State Fees

Fee Required? No

Retaliatory? No

Fee Explanation:

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2022 LTC Rate Increase/		

Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Approved	Valerie Romig	12/21/2022	12/21/2022

Objection Letters and Response Letters

Objection Letters

Status	Created By	Created On	Date Submitted
Disapproved	Jim Lavery	11/21/2022	11/21/2022

Response Letters

Responded By	Created On	Date Submitted
Hanna Holzer	12/16/2022	12/16/2022

SERFF Tracking #:	CUNA-133455533	State Tracking #:	CUNA-133455533	Company Tracking #:	2006-LTC-COMP(PA)
State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company		
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified				
Product Name:	2006 LTC Product				
Project Name/Number:	2022 LTC Rate Increase/				

Disposition

Disposition Date: 12/21/2022

Effective Date:

Status: Approved

Comment: December 21, 2022

Abby Churchill, Product Management Consultant
CMFG Life Insurance Company
5910 Mineral Point Road
Madison, WI 53705

RE: Proposed aggregate 8.5% increase on 849 PA policyholders of CMFG Life form 2006-LTC-COMP(PA).
Pennsylvania Insurance Department ID # CUNA-133455533

Dear Abby Churchill:

The Department approves the requested 8.5% increase on the above captioned form.

Sincerely,

Valerie Romig
Actuary
Bureau of Life, Accident and Health Insurance

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	Number of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
CMFG Life Insurance Company	8.500%	8.500%	\$161,424	849	\$1,899,105	8.500%	8.500%

Schedule	Schedule Item	Schedule Item Status	Public Access
Rate	Rate Tables		Yes
Supporting Document	Transmittal Letter (A&H)		Yes

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2022 LTC Rate Increase/		

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Actuarial Certification (A&H)		Yes
Supporting Document	Actuarial Memorandum and Explanatory Information (A&H)		Yes
Supporting Document	Advertisements (A&H)		Yes
Supporting Document	Authorization to File (A&H)		Yes
Supporting Document	Insert Page Explanation (A&H)		Yes
Supporting Document	Rate Table (A&H)		Yes
Supporting Document	Replacement Form with Highlighted Changes (A&H)		Yes
Supporting Document	Advertisement Compliance Certification		Yes
Supporting Document	Reserve Calculation (A&H)		Yes
Supporting Document	Variability Explanation (A&H)		Yes
Supporting Document	Supplemental Memorandum (Assumptions Details) and Exhibits		Yes
Supporting Document	Objection Response 12-16-2022		Yes

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2006 LTC Product
Project Name/Number: 2022 LTC Rate Increase/

Objection Letter

Objection Letter Status Disapproved
Objection Letter Date 11/21/2022
Submitted Date 11/21/2022
Respond By Date

Dear Abby Churchill,

Introduction:

Nov 21, 2022

Abby Churchill
CMFG Life Insurance Company
5910 Mineral Point Road
Madison, WI 53705

RE: Proposed aggregate 8.5% increase on 849 PA policyholders of CMFG Life form 2006-LTC-COMP(PA).
Pennsylvania Insurance Department ID #: CUNA-133455533

Dear Abby Churchill:

The captioned filing has been reviewed by the Pennsylvania Insurance Department. It has been determined that the filing fails to meet the requirements of our Insurance Company Laws or regulations and is therefore disapproved pursuant to the authority granted under Section 304(a) of Act 134, the Accident and Health Filing Reform Act. In the event you have any questions regarding the stated concerns, please feel free to contact the Department for further clarification.

The disapproved filing may be resubmitted within 120 days of the date of disapproval. If the Department does not hear from you within 120 days, the subject filing will be permanently closed. Such filings resubmitted after 120 days must be submitted as a new filing, inclusive of appropriate filing fees and disclosure of the closed filing SERFF tracking number.

Please furnish the following information to the Department.

1. Please provide an Excel spreadsheet that incorporates the three calendar-year non-interest adjusted column vectors of earned premium requested below:

(a) Provide the historical (from inception) and projected nationwide earned premium that will be collected at the original rate level. In terms of the 58%/85% Method, this would be the premium column vector that would be subject to a .58 factor. Please provide this – and all other data in this question - as a non-interest rate discounted column vector.

(b) Provide the historical (from the date of the first premium increase) and projected nationwide earned premium that will be collected at a “higher than original” rate level. In terms of the 58%/85% Method, this would be the premium column vector that would be subject to a .85 factor. This vector should not include premium generated from the current requested increase.

(c) Provide the projected nationwide calendar-year earned premium (from the effective date of the current proposed increase) that will be collected at a “higher than original” rate level due to the current proposed rate increase. Again, in terms of the 58%/85% Method, this would be subject to a .85 factor. Please ensure that the projected premium provided in this vector is not also included in the vector requested in Item (b) above.

(d) Provide a column vector of the historical (from inception) and projected nationwide incurred claims on a calendar year basis.

(e) Please provide the interest rate (or calendar-year interest rate vector) used to determine the accumulated and present values found in the post-rate stability loss ratio demonstrations in the actuarial memo.

2. Has Covid 19 been factored into your projections?

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2006 LTC Product
Project Name/Number: 2022 LTC Rate Increase/

3. Please provide a seriatim listing of the affected policies in this block in Excel. Each record within the worksheet must contain the policy's unique identification number, form number, issue age, issue date, inflation status indicator, benefit period, current annual premium, and requested premium increase in each year of the proposed implementation period.

The Department has the following premium increase guidelines: (i) the annual increase on any policyholder should be limited to 30%, (ii) the staging period of the increase should be limited to no more than four years, and (iii) the aggregate increase (weighted upon the current premium column vector in the Excel seriatim policy listing) must be under 100%.

4. Please provide your best estimate of the date when the first letter will be mailed informing policyholders of this premium increase.

5. Please provide a table showing the requested and approved increases on this form in each state where business was written. Include a column showing the cumulative total past rate increase granted for each state.

6. Please provide the cumulative weighted average increase for PA policies in force (or confirm if the answer is 130.4%).

7. Please provide Appendix B in an Excel spreadsheet. Please leave all the formulas in the spreadsheet.

8. Appendix B indicates that the maximum allowable increase under the 58%/85% Method is 75%. If the spreadsheet I requested in Item #7 doesn't contain a formula that calculated the 75% figure, then provide a spreadsheet in Excel that details how the 75% value was calculated.

9. Please provide the letter that will be sent to policyholders to inform them of the increase and their available options.

Sincerely,

James Laverty, FSA, MAAA
Actuary
Bureau of Accident & Health Insurance

Conclusion:

Sincerely,
Jim Laverty

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2022 LTC Rate Increase/		

Response Letter

Response Letter Status	Submitted to State
Response Letter Date	12/16/2022
Submitted Date	12/16/2022

Dear Valerie Romig,

Introduction:

Response 1

Comments:

Please see "Objection Response 12-16-2022" on the Supporting Documentation tab for the requested information.

Changed Items:

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

Supporting Document Schedule Item Changes	
Satisfied - Item:	Objection Response 12-16-2022
Comments:	
Attachment(s):	2022 1215 Response.pdf Seriatim Policy List for 2006 Product in PA Objection 3 Response.xlsx 06 Cumulative Rate Increase History 12.9.22.pdf Appendix B.xlsx 02 06 2020-0401 STD.pdf 02 06 2020-0401 EOVS STD.pdf PA 2006 Objections 1 and 8.xlsx

Conclusion:

Sincerely,
Hanna Holzer

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2022 LTC Rate Increase/		

Rate Information

Rate data applies to filing.

Filing Method:	Review & Approval
Rate Change Type:	Increase
Overall Percentage of Last Rate Revision:	20.000%
Effective Date of Last Rate Revision:	09/01/2022
Filing Method of Last Filing:	Review & Approval
SERFF Tracking Number of Last Filing:	CUNA-132966569

Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	Number of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
CMFG Life Insurance Company	8.500%	8.500%	\$161,424	849	\$1,899,105	8.500%	8.500%

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2022 LTC Rate Increase/		

Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		Rate Tables	2006-LTC-COMP(PA)	New		PA LTC 2006 New Rates 15+15+10+10+20+20+8.5.pdf,

**CMFG Life Insurance Company - Long Term Care
Base Policy Form 2006-LTC-COMP(PA)**

<u>Issue Age</u>	<u>1yr</u>	<u>2yr</u>	<u>3yr</u>	<u>4yr</u>	<u>5yr</u>	<u>Life</u>
18-29	\$6.00	\$9.50	\$12.00	\$14.00	\$16.00	\$25.00
30-34	7.50	12.00	15.25	17.75	20.50	32.00
35-39	9.50	15.00	19.00	22.25	25.25	39.75
40-44	11.75	18.50	23.50	27.50	31.50	49.25
45	13.50	21.75	27.25	32.00	36.50	57.50
46	14.25	22.75	28.50	33.50	38.25	60.00
47	14.75	23.75	29.75	35.00	40.00	62.75
48	15.25	24.50	30.75	36.00	41.25	64.75
49	15.75	25.00	31.50	36.75	42.25	65.00
50	16.00	25.50	32.00	37.75	43.00	67.51
51	16.25	26.00	32.75	38.50	44.00	70.01
52	16.75	27.00	33.75	39.75	45.50	72.51
53	17.50	27.75	35.00	41.25	47.00	75.01
54	18.00	29.00	36.25	42.50	48.75	77.51
55	18.75	30.00	37.75	45.00	50.75	80.01
56	19.75	31.50	40.00	47.50	52.50	82.51
57	20.75	33.25	42.50	50.00	55.00	87.51
58	22.00	35.00	45.00	52.50	60.00	92.51
59	23.50	37.50	47.50	55.00	62.50	100.01
60	25.00	40.00	50.00	60.00	67.51	105.01
61	27.50	42.50	55.00	62.50	72.51	112.51
62	30.00	47.50	57.50	67.51	77.51	122.51
63	32.50	50.00	62.50	75.01	85.01	132.51
64	35.00	55.00	67.51	80.01	92.51	142.51
65	37.50	60.00	75.01	87.51	100.01	155.01
66	40.00	65.00	80.01	95.01	107.51	170.01
67	45.00	70.01	90.01	105.01	120.01	187.51
68	50.00	80.01	100.01	117.51	132.51	210.02
69	55.00	87.51	110.01	130.01	147.51	232.52
70	60.00	97.51	122.51	142.51	165.01	257.52
71	67.51	107.51	137.51	160.01	182.51	287.52
72	75.01	122.51	152.51	180.01	205.02	322.52
73	85.01	137.51	172.51	202.52	232.52	362.53
74	97.51	155.01	195.01	227.52	260.02	410.03
75	110.01	172.51	217.52	257.52	292.52	460.04
76	122.51	195.01	245.02	287.52	327.53	512.54
77	135.01	215.02	270.02	317.52	362.53	567.54
78	147.51	235.02	297.52	347.53	397.53	625.05
79	162.51	257.52	325.02	382.53	435.03	685.05
80	177.51	282.52	355.03	415.03	475.04	745.06
81	192.51	305.02	385.03	452.53	517.54	810.06
82	207.52	332.53	417.53	490.04	560.04	877.57
83	225.02	360.03	452.53	532.54	610.05	955.07
84	245.02	390.03	490.04	575.04	657.55	1032.58
85	262.52	420.03	527.54	617.55	707.55	1110.09
86	280.02	447.53	565.04	662.55	757.56	1187.59
87	300.02	477.54	600.05	705.05	805.06	1265.10
88	317.52	505.04	637.55	747.56	855.07	1342.60
89	335.03	535.04	675.05	790.06	905.07	1420.11
90	352.53	565.04	710.05	835.06	955.07	1495.11

Limited Pay Option and Nonforfeiture Rider
Rates shown as Multipliers

<u>Issue Age</u>	<u>PAY TO AGE 65 OR 10 YEARS OPTION</u>	<u>NON-FORFEITURE RIDER</u>
18-29	1.71	1.08
30-34	1.72	1.09
35-39	1.75	1.10
40-44	1.84	1.11
45	1.93	1.12
46	1.97	1.12
47	2.02	1.12
48	2.08	1.12
49	2.15	1.12
50	2.22	1.12
51	2.30	1.12
52	2.39	1.12
53	2.49	1.12
54	2.59	1.13
55	2.70	1.13
56	2.64	1.13
57	2.58	1.14
58	2.52	1.14
59	2.46	1.14
60	2.40	1.14
61	2.34	1.14
62	2.28	1.14
63	2.21	1.13
64	2.14	1.13
65	2.07	1.13
66	2.01	1.13
67	1.94	1.13
68	1.88	1.13
69	1.82	1.13
70	1.76	1.13
71	1.70	1.13
72	1.65	1.13
73	1.60	1.13
74	1.56	1.13
75	1.52	1.13
76	1.48	1.12
77	1.44	1.12
78	1.41	1.12
79	1.37	1.12
80	1.34	1.12
81	1.30	1.12
82	1.27	1.12
83	1.24	1.12
84	1.22	1.12
85	1.20	1.12
86	1.18	1.12
87	1.16	1.12
88	1.14	1.12
89	1.12	1.12
90	1.10	1.12

Inflation Protection Riders
Rates shown as Multipliers

<u>Issue Age</u>	<u>5% Simple</u>	<u>5% Compound</u>
18-29	1.86	3.96
30-34	1.83	3.65
35-39	1.82	3.36
40-44	1.78	3.01
45	1.73	2.78
46	1.71	2.72
47	1.70	2.66
48	1.69	2.63
49	1.68	2.62
50	1.68	2.61
51	1.68	2.59
52	1.68	2.57
53	1.68	2.54
54	1.68	2.51
55	1.68	2.48
56	1.67	2.44
57	1.67	2.39
58	1.65	2.34
59	1.64	2.29
60	1.63	2.24
61	1.61	2.18
62	1.59	2.13
63	1.58	2.08
64	1.57	2.05
65	1.56	2.01
66	1.54	1.96
67	1.52	1.92
68	1.51	1.87
69	1.49	1.83
70	1.47	1.79
71	1.46	1.75
72	1.44	1.71
73	1.43	1.68
74	1.41	1.64
75	1.40	1.61
76	1.39	1.58
77	1.38	1.56
78	1.37	1.55
79	1.37	1.54
80	1.37	1.53
81	1.36	1.52
82	1.36	1.51
83	1.36	1.49
84	1.36	1.48
85	1.35	1.47
86	1.35	1.46
87	1.35	1.45
88	1.35	1.45
89	1.35	1.44
90	1.35	1.44

**Elimination Period and Home Care Factors
Discounts and Premium Mode Factors**

<u>Elimination Period Factors</u>		<u>Home Care Factors</u>	
30 day	1.20		
60 day	1.08	50%	1.05
90 day	1.00	75%	1.10
100 day	0.98	100%	1.14
180 day	0.89	150%	1.20
		200%	1.27

Discounts for Married and Preferred			
	<u>Standard</u>	<u>Preferred</u>	<u>Healthy Lifestyle</u>
Single	0%	10%	15%
M - One Buying	15%	25%	30%
Couple	35%	45%	50%

<u>Modal Premium Factors</u>	
Annual	1.000
Semi-annual	0.520
Quarterly - Dir	0.270
Quarterly - ACH	0.235
Monthly - ACH	0.090

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2022 LTC Rate Increase/		

Supporting Document Schedules

Bypassed - Item:	Transmittal Letter (A&H)
Bypass Reason:	Please see the "General Information" tab of this filing for the filing description. This information can be provided in a letter if requested.
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Actuarial Certification (A&H)
Bypass Reason:	N/A - Not filing new forms
Attachment(s):	
Item Status:	
Status Date:	
Satisfied - Item:	Actuarial Memorandum and Explanatory Information (A&H)
Comments:	
Attachment(s):	PA Act Memo - 2006 Series.pdf PA Rate Basis Appendices - 2006.pdf
Item Status:	
Status Date:	
Bypassed - Item:	Advertisements (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Satisfied - Item:	Authorization to File (A&H)
Comments:	
Attachment(s):	2022 Authorization letter for Milliman 11.8.2022.pdf
Item Status:	
Status Date:	
Bypassed - Item:	Insert Page Explanation (A&H)
Bypass Reason:	N/A
Attachment(s):	

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2022 LTC Rate Increase/		

Item Status:	
Status Date:	
Bypassed - Item:	Rate Table (A&H)
Bypass Reason:	N/A - Not filing new forms
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Replacement Form with Highlighted Changes (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Advertisement Compliance Certification
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Reserve Calculation (A&H)
Bypass Reason:	Please see Actuarial Memorandum and other Supporting Documentation.
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Variability Explanation (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Satisfied - Item:	Supplemental Memorandum (Assumptions Details) and Exhibits
Comments:	

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2022 LTC Rate Increase/		

Attachment(s):	Assumptions Details Descriptions 123121.pdf Claim Reserve Retro Test - Dec 2021 Data.pdf DOB Exhibit (Dec 2021) - combined Exhibit.pdf Inforce as of 12-31-2021.pdf Lapse Analysis Details (Dec 2021).pdf Model Formulas 123121.pdf Morbidity Analysis Details (Dec 2021).pdf Mortality Analysis Details (Dec 2021).pdf Total Persistency Comparisons (App D) (Dec 2021).pdf
Item Status:	
Status Date:	
Satisfied - Item:	Objection Response 12-16-2022
Comments:	
Attachment(s):	2022 1215 Response.pdf Seriatim Policy List for 2006 Product in PA Objection 3 Response.xlsx 06 Cumulative Rate Increase History 12.9.22.pdf Appendix B.xlsx 02 06 2020-0401 STD.pdf 02 06 2020-0401 EOVS STD.pdf PA 2006 Objections 1 and 8.xlsx
Item Status:	
Status Date:	

SERFF Tracking #:	CUNA-133455533	State Tracking #:	CUNA-133455533	Company Tracking #:	2006-LTC-COMP(PA)
<hr/>					
State:	Pennsylvania			Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified				
Product Name:	2006 LTC Product				
Project Name/Number:	2022 LTC Rate Increase/				

Attachment Seriatim Policy List for 2006 Product in PA Objection 3 Response.xlsx is not a PDF document and cannot be reproduced here.

Attachment Appendix B.xlsx is not a PDF document and cannot be reproduced here.

Attachment PA 2006 Objections 1 and 8.xlsx is not a PDF document and cannot be reproduced here.

October 25, 2022

**Actuarial Memorandum Supporting Rate Revision for
CMFG Life Insurance Company
Individual Long-Term Care Insurance Plan
2006 Product
(Page 1 of 5)**

1. SCOPE AND PURPOSE

The purpose of this memorandum is to provide actuarial information supporting a rate revision to premiums for CMFG Life Insurance Company's (the Company) individual long-term care product form series 2006-LTC-COMP and associated riders. This product is referred to as the 2006 Product. (Some riders may not be available in all states.)

This product was sold nationwide from 2006 to 2010 and is no longer being marketed in any state.

The Company is requesting an 8.5% rate increase. The rate increase is necessary because the current estimate of the nationwide lifetime loss ratio is in excess of expected. This rate filing is not intended to be used for other purposes.

The body of this actuarial memorandum was written to apply to all states where this product was issued. Any reference to information that is specific to a particular state is included in Appendix A.

Please refer to Section 27 for a description of the information contained in each Appendix.

2. DESCRIPTION OF BENEFITS

This product provides comprehensive long-term care coverage on an expense reimbursement basis up to policy limits. A benefit period, elimination period, monthly benefit, home health care percentage and inflation protection option were selected at issue. Several additional optional benefits were available such as nonforfeiture benefits, expanded spousal benefits and limited premium payment options. The benefit eligibility criteria are based on the insured's loss of the ability to perform Activities of Daily Living (ADLs) or having a severe cognitive impairment. The available benefit choices can be found in the rate tables that accompany this filing. A complete description of the benefit provisions and conditions for eligibility is contained in the policy form and riders on file with the state.

3. RENEWABILITY CLAUSE

This product is a Guaranteed Renewable, Individual Long Term Care policy.

4. MARKETING METHOD

This product was marketed to individuals by licensed agents. This product is not currently being marketed.

5. UNDERWRITING

All policies subject to this rate revision were subject to full medical underwriting in accordance with Company standards in place at the time of issue. Those underwriting standards were taken into consideration when projecting future experience.

6. APPLICABILITY

The revised rates will be applicable to the product described in Section 1.

7. MORBIDITY

The morbidity assumptions are based on a combination of the Company's historical claim experience from 2006 through December 31, 2021, the Milliman 2020 *Long Term Care Guidelines* (*Guidelines*), and judgment. The *Guidelines* are based directly on 900,000 claims and 63 million life years of exposure. The study includes 15 of the top 20 LTC companies based on lives inforce. The morbidity assumptions reflect the Company's current best estimate of future morbidity, plus a 10% load to future claims for moderately adverse experience. The assumptions do not include any adverse selection resulting from the rate increase.

8. MORTALITY

Mortality assumptions are based on Company experience from 2006 through December 31, 2021 and judgment. The best estimate mortality assumption is the Annuity 2000 Mortality Table on a sex distinct basis, projected forward with mortality improvement to 2030. Mortality improvement was based on 100% of Scale G for males and 50% of Scale G for females. The ultimate mortality table in 2030 was smoothed slightly to maintain a reasonable relationship of mortality rates between males and females. Mortality selection factors are also applied, starting at 0.15 in duration 1 and grading up to 0.85 in duration 19.

9. PERSISTENCY

Voluntary lapse assumptions are based on Company experience from 2006 through December 31, 2021 and judgment. Lapse rates are combined with mortality rates to derive the total termination rate. We assumed all remaining policies would terminate at attained age 120. The lapse assumptions represent the best estimate expectations of future experience and do not include any provisions for adverse experience. Lapse rates are shown below and vary by premium payment option and policy duration.

<u>Policy Duration</u>	<u>Premium Payment Option:</u>	
	<u>Limited Pay</u>	<u>Lifetime Pay</u>
1	2.0%	6.0%
2	2.0	4.0
3	2.0	3.0
4	1.0	2.0
5	1.0	2.0
6	1.0	1.5
7	0.0	1.5
8	0.0	1.5
9	0.0	2.0
10+	0.0	2.0

Appendix D contains a comparison of the actual total termination rates to both the original pricing assumptions and current assumptions.

10. EXPENSES

Expenses are not being projected. It is assumed that the originally filed expense assumptions are appropriate.

11. PREMIUM CLASSES

The rate revision will be applied as a consistent percentage to all premium classes.

12. ISSUE AGE RANGE

This product was available for issue ages 18 to 90. Premiums are based on issue age.

13. AREA FACTORS

The Company did not use area factors within the state in the premium scale for this product.

14. AVERAGE ANNUAL PREMIUM

The average annual premium for this product, both prior to the impact of the requested rate increase(s) and after, is indicated in Appendix A to this memorandum.

15. MODAL PREMIUM FACTORS

The modal premium factors will remain unchanged from the current factors.

16. CLAIM LIABILITY AND RESERVE

Claim reserves were calculated using appropriate actuarial methods for IBNR and for open claims on a disabled life basis. The claim reserves were discounted to the date of incurral for each claim and have been included in the historical incurred claims.

17. ACTIVE LIFE RESERVES

We have provided supporting evidence for the justification of the proposed increase based on the relationship of incurred claims divided by earned premium compared to the minimum loss ratio. Incurred claims are calculated without the impact of the change in active life reserves.

18. TREND ASSUMPTION

Benefits payable are equal to or less than the daily benefit limit. We have not included any medical trend in the projections.

19. MAXIMUM ALLOWABLE RATE INCREASE

The maximum allowable rate increase is shown in Appendix A. Appendix A shows the maximum allowable increase based on a 58% loss ratio on the initial premium and an 85% loss ratio on the increased premium. While these policies are not subject to the minimum loss ratio regulation, for reference, the maximum allowable increase based on a minimum loss ratio is also shown. The requested rate increase is less than the maximum allowed increase under either approach.

20. DISTRIBUTION OF BUSINESS

The historical experience reflects the actual distribution of policies during the experience period. The projected future experience is based on a seriatim projection of the current inforce policies.

21. EXPERIENCE – PAST AND FUTURE

The historical and projected experience, both with and without the requested rate increase(s), is contained in Appendices B and C. The premium in Appendix B is shown on this state's rate basis (applying the level of this state's rate increase(s) to every state).

22. LIFETIME LOSS RATIO

The development of the anticipated nationwide lifetime loss ratio, both without a rate increase and with the requested rate increase(s), is shown in Appendix B. An annual interest rate of 4.00% was used to calculate the lifetime loss ratio in the supporting appendices and was determined based on a weighted average of statutory valuation rates by policies sold by issue year. The rate increase of 8.5% is assumed effective September 1, 2023.

23. HISTORY OF RATE ADJUSTMENTS

Please refer to Appendix A for the history of any rate adjustments that have been approved in this state.

24. NUMBER OF POLICYHOLDERS

Please refer to Appendix A for the current number of policyholders as of December 31, 2021 in this state.

25. PROPOSED EFFECTIVE DATE

This rate will be implemented as soon as possible after approval has been granted as allowed based on regulation. For policies still inside a rate guarantee period, the rate increase will become effective after the rate guarantee period has expired.

26. RELATIONSHIP OF RENEWAL PREMIUM TO NEW BUSINESS PREMIUM

The Company is no longer selling any new proprietary long-term care products. Therefore, the comparison of renewal premium rates after the rate increases to the Company's current new business premium rate schedule is not applicable.

27. SUMMARY OF APPENDICES

Appendix A contains information that is specific to the state in which this filing is made, such as the average annual premium, the number of policyholders inforce, etc.

Appendix B contains historical and projected nationwide experience for all policies issued under this product. The appendix also includes the projected lifetime loss ratios both without and with the proposed increase.

Appendix C contains the historical and projected experience of only the policies issued in the state.

Appendix D contains a comparison of the actual total termination rates to both the original pricing assumptions and current assumptions.

28. ACTUARIAL CERTIFICATION

I, John Svedberg, am a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the Academy's qualification standards for preparing health rate filings.

To the best of my knowledge and judgment this rate filing is in compliance with the applicable laws and regulations of this State as they relate to premium rate developments and revisions. This memorandum complies with all applicable Actuarial Standards of Practice, including ASOP No. 8.

The projected experience shown in this Memorandum is based on assumptions that include provisions for moderately adverse experience. If the requested premium rate schedule increases are implemented and the underlying assumptions, which reflect moderately adverse conditions, are realized, no further premium rate schedule increases are anticipated. In my opinion, the rates are not excessive or unfairly discriminatory.



John Svedberg, FSA, MAAA
Director and Actuary, Corporate Actuarial

**CMFG Life Insurance Company
2006 Product
Appendix A
State-Specific Information**

**CMFG Life Insurance Company
2006 Product
Appendix B
Historical and Projected Experience
Nationwide**

**CMFG Life Insurance Company
2006 Product
Appendix C
Historical and Projected Experience
State-Specific**

**CMFG Life Insurance Company
2006 Product
Appendix D
Comparison of actual total termination rates
to original pricing and current assumptions**

Appendix A
CMFG Life Insurance Company
2006 Product

Pennsylvania

Requested Rate Increase = 8.5% effective 9/1/2023

14. Average Annual Premium

The average annual premium for this form and associated riders,
prior to the rate increase, is:

Pennsylvania	\$2,237
Nationwide	\$2,433

The average annual premium for this form and associated riders,
after the rate increase, is:

Pennsylvania	\$2,427
Nationwide	\$2,640

19. Maximum Allowable Rate Increase

Rate Stabilization Date for Pennsylvania	9/16/2002
Approach 1: 60% Minimum Loss Ratio	127%
Approach 2: 58% Loss Ratio on Initial Premium / 85% on Increased Premium	75%
Requested rate increase	8.5%

22. Lifetime Loss Ratio - Nationwide

The Lifetime Loss Ratio for all policies without the requested rate increase is:	99%
The Lifetime Loss Ratio for all policies with the requested rate increase is:	96%

23. History of Rate Adjustments

15% increase effective 6/1/2016, followed by a 15% increase effective 4/1/2018,
followed by a 10% increase effective 4/1/2019, followed by a 10% increase effective 9/1/2020,
followed by a 20% increase effective 9/1/2021, followed by a 20% increase effective 9/1/2022

24. Number of Policyholders and Annualized Premium as of December 31, 2021

	All Policies	
	Policies	Premium
Pennsylvania	849	\$1,899,105
Nationwide	12,027	\$29,264,600

Appendix B
CMFG Life Insurance Company
Historical and Projected Experience
Nationwide Experience
Pennsylvania Rate Basis
2006 Product

Historical

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2006	0	545	0	0%
2007	5	1,606,102	0	0%
2008	2,853	7,043,219	179,714	3%
2009	6,898	13,550,038	74,035	1%
2010	11,505	21,091,864	532,716	3%
2011	15,602	22,858,946	1,354,743	6%
2012	15,052	22,193,626	1,619,615	7%
2013	14,686	21,919,341	1,561,658	7%
2014	14,320	21,258,212	2,535,909	12%
2015	14,048	21,071,038	2,055,644	10%
2016	13,718	21,468,955	1,633,879	8%
2017	13,465	22,274,471	3,122,492	14%
2018	13,197	22,557,785	5,876,360	26%
2019	12,875	23,668,429	5,372,172	23%
2020	12,532	26,133,918	12,405,515	47%
2021	12,269	26,859,044	13,375,520	50%

Projection without Rate Increase*

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2022	11,843	31,338,064	13,701,094	44%
2023	11,459	34,881,070	16,180,196	46%
2024	11,063	37,497,351	18,889,007	50%
2025	10,654	38,042,301	21,736,530	57%
2026	10,234	36,931,923	24,699,405	67%
2027	9,803	35,210,888	27,803,187	79%
2028	9,360	33,452,045	31,074,524	93%
2029	8,909	31,675,046	34,524,241	109%
2030	8,455	29,898,318	38,135,617	128%
2031	7,999	28,123,392	41,830,136	149%
2032	7,543	26,351,089	45,493,831	173%
2033	7,085	24,593,450	49,055,148	199%
2034	6,628	22,850,811	52,597,376	229%
2035	6,173	21,122,395	55,390,077	262%
2036	5,722	19,420,829	57,863,323	298%
2037	5,277	17,765,349	59,741,321	336%
2038	4,841	16,157,010	60,970,325	377%
2039	4,416	14,605,735	61,534,025	421%
2040	4,004	13,117,446	61,395,731	468%
2041	3,608	11,705,801	60,481,166	517%
2042	3,230	10,370,580	58,874,638	568%
2043	2,872	9,123,255	56,630,978	621%
2044	2,537	7,967,829	53,835,401	676%
2045	2,224	6,905,677	50,611,821	733%
2046	1,935	5,937,939	47,026,728	792%
2047	1,671	5,064,093	43,183,148	853%
2048	1,432	4,282,402	39,194,433	915%
2049	1,217	3,589,690	35,130,488	979%
2050	1,025	2,982,108	31,131,784	1044%
2051	856	2,454,727	27,287,927	1112%
2052	709	2,001,827	23,655,762	1182%
2053	583	1,617,021	20,278,618	1254%
2054	474	1,293,694	17,170,301	1327%
2055	383	1,025,239	14,387,326	1403%
2056	306	804,625	11,944,040	1484%
2057	243	625,488	9,831,067	1572%
2058	191	481,652	8,042,580	1670%
2059	150	367,412	6,560,703	1786%
2060	116	277,729	5,370,031	1934%
2061	89	208,135	4,391,676	2110%
2062	69	154,770	3,579,026	2312%
2063	52	114,318	2,910,060	2546%
2064	40	84,029	2,360,790	2809%
2065	30	61,600	1,913,092	3106%
2066	23	45,148	1,554,998	3444%
2067	18	33,172	1,266,852	3819%
2068	14	24,491	1,037,025	4234%
2069	11	18,200	848,046	4659%
2070	8	13,641	692,813	5079%
2071	6	10,303	567,014	5503%
2072	5	7,842	463,740	5913%
2073	4	6,001	378,996	6315%
2074	3	4,606	308,234	6692%
2075	2	3,535	248,503	7030%
2076	2	2,709	198,992	7347%
2077	2	2,071	157,269	7594%
2078	1	1,577	122,400	7764%
2079	1	1,195	93,730	7845%

*Projections include a 10% moderately adverse experience load to claims.

Projection with Rate Increase*

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2022	11,843	31,338,064	13,701,094	44%
2023	11,459	35,622,842	16,210,810	46%
2024	11,063	40,678,507	19,039,873	47%
2025	10,654	41,275,897	21,911,186	53%
2026	10,234	40,071,137	24,891,162	62%
2027	9,803	38,203,814	28,008,614	73%
2028	9,360	36,295,469	31,292,645	86%
2029	8,909	34,367,425	34,754,158	101%
2030	8,455	32,439,675	38,376,359	118%
2031	7,999	30,513,880	42,080,335	138%
2032	7,543	28,590,931	45,751,429	160%
2033	7,085	26,683,893	49,317,879	185%
2034	6,628	24,793,130	52,662,633	212%
2035	6,173	22,917,798	55,654,956	243%
2036	5,722	21,071,600	58,124,591	276%
2037	5,277	19,275,403	59,995,745	311%
2038	4,841	17,530,356	61,214,928	349%
2039	4,416	15,847,223	61,766,356	390%
2040	4,004	14,232,429	61,613,689	433%
2041	3,608	12,700,794	60,682,933	478%
2042	3,230	11,252,079	59,059,114	525%
2043	2,872	9,898,731	56,797,587	574%
2044	2,537	8,645,095	53,984,031	624%
2045	2,224	7,492,660	50,742,904	677%
2046	1,935	6,442,664	47,141,020	732%
2047	1,671	5,494,541	43,281,645	788%
2048	1,432	4,646,406	39,278,346	845%
2049	1,217	3,894,814	35,201,072	904%
2050	1,025	3,235,587	31,190,486	964%
2051	856	2,663,379	27,336,230	1026%
2052	709	2,171,982	23,695,093	1091%
2053	583	1,754,468	20,310,307	1158%
2054	474	1,403,658	17,195,522	1225%
2055	383	1,112,384	14,407,187	1295%
2056	306	873,018	11,959,528	1370%
2057	243	678,655	9,843,040	1450%
2058	191	522,592	8,051,773	1541%
2059	150	398,642	6,567,733	1648%
2060	116	301,336	5,375,415	1784%
2061	89	225,827	4,395,783	1947%
2062	69	167,926	3,582,139	2133%
2063	52	124,035	2,912,406	2348%
2064	40	91,172	2,362,552	2591%
2065	30	66,836	1,914,412	2864%
2066	23	48,986	1,555,987	3176%
2067	18	35,992	1,267,595	3522%
2068	14	26,573	1,037,586	3905%
2069	11	19,748	848,473	4297%
2070	8	14,800	693,139	4683%
2071	6	11,179	567,265	5074%
2072	5	8,509	463,935	5452%
2073	4	6,511	379,147	5823%
2074	3	4,998	308,352	6170%
2075	2	3,835	248,595	6482%
2076	2	2,939	199,063	6773%
2077	2	2,247	157,324	7001%
2078	1	1,711	122,441	7158%
2079	1	1,296	93,761	7233%

Loss Ratio Summaries

Accumulated Value of Historical to December 31, 2021	383,368,596	59,110,319	15%	383,368,596	59,110,319	15%
Present Value of Future to December 31, 2021	413,988,049	733,654,448	177%	444,463,375	736,855,776	166%
Total Values (Discounted at 4.00%)	797,356,645	792,764,767	99%	827,831,971	795,966,095	96%
Projected Loss Ratio without Rate Increase			99%	Projected Loss Ratio with Rate Increase		96%
Minimum Lifetime Loss Ratio			60%			
Maximum Allowable Increase						
Approach 1: 60% Minimum Loss Ratio			127%			
Approach 2: 58% Loss Ratio on Initial Premium / 85% on Increased Premium			75%			
Requested Rate Increase			8.5%	effective 9/1/2023		

Appendix C
CMFG Life Insurance Company
Historical and Projected Experience
Pennsylvania Experience
2006 Product

Historical

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2006	0	0	0	
2007	0	149,588	0	0%
2008	304	590,240	4,823	1%
2009	597	961,815	0	0%
2010	840	1,296,948	507	0%
2011	1,044	1,392,107	0	0%
2012	1,027	1,385,802	0	0%
2013	1,015	1,383,059	0	0%
2014	1,000	1,366,332	11,519	1%
2015	987	1,375,176	5,321	0%
2016	968	1,307,407	453	0%
2017	951	1,339,176	89,996	7%
2018	935	1,347,563	178,864	13%
2019	909	1,421,667	491,433	35%
2020	874	1,741,395	731,787	42%
2021	862	1,912,411	1,091,384	57%

Projection without Rate Increase*

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2022	835	2,242,805	880,210	39%
2023	808	2,500,616	1,046,636	42%
2024	779	2,693,821	1,229,470	46%
2025	751	2,735,413	1,422,538	52%
2026	721	2,657,131	1,624,146	61%
2027	690	2,535,148	1,836,655	72%
2028	659	2,410,745	2,062,832	86%
2029	627	2,284,973	2,302,285	101%
2030	595	2,158,838	2,552,978	118%
2031	563	2,032,634	2,810,026	138%
2032	530	1,906,203	3,066,930	161%
2033	498	1,779,972	3,316,743	186%
2034	465	1,654,458	3,552,651	215%
2035	433	1,530,170	3,761,859	246%
2036	401	1,407,718	3,935,355	280%
2037	369	1,287,734	4,069,762	316%
2038	338	1,170,861	4,160,767	355%
2039	308	1,057,731	4,210,200	398%
2040	278	949,006	4,208,691	443%
2041	250	845,414	4,153,700	491%
2042	223	747,569	4,044,974	541%
2043	197	655,952	3,886,382	592%
2044	173	570,858	3,688,681	646%
2045	151	492,591	3,461,324	703%
2046	131	421,330	3,207,650	761%
2047	112	357,078	2,932,582	821%
2048	95	299,687	2,644,424	882%
2049	80	248,958	2,349,601	944%
2050	66	204,660	2,059,827	1006%
2051	55	166,446	1,784,936	1072%
2052	44	133,878	1,527,909	1141%
2053	36	106,420	1,290,624	1213%
2054	28	83,544	1,073,770	1285%
2055	22	64,745	879,665	1359%
2056	17	49,503	711,560	1437%
2057	13	37,322	567,357	1520%
2058	10	27,728	447,359	1613%
2059	8	20,282	349,553	1724%
2060	6	14,598	270,690	1854%
2061	4	10,328	206,875	2003%
2062	3	7,173	154,862	2159%
2063	2	4,882	113,674	2328%
2064	1	3,256	81,784	2511%
2065	1	2,129	57,694	2710%
2066	1	1,365	40,004	2931%
2067	0	858	27,263	3177%
2068	0	530	18,267	3449%
2069	0	320	12,029	3763%
2070	0	189	7,779	4113%
2071	0	110	4,932	4492%
2072	0	63	3,052	4857%
2073	0	35	1,844	5203%
2074	0	19	1,082	5601%
2075	0	10	611	5994%
2076	0	5	332	6301%
2077	0	3	172	6758%
2078	0	1	84	6973%
2079	0	0	38	7830%

*Projections include a 10% moderately adverse experience load to claims.

Projection with Rate Increase*

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2022	835	2,242,805	880,210	39%
2023	808	2,553,793	1,048,831	41%
2024	779	2,922,356	1,240,308	42%
2025	751	2,967,923	1,435,097	48%
2026	721	2,882,987	1,637,942	57%
2027	690	2,750,636	1,851,445	67%
2028	659	2,615,658	2,078,551	79%
2029	627	2,479,196	2,318,871	94%
2030	595	2,342,339	2,570,361	110%
2031	563	2,205,408	2,828,110	128%
2032	530	2,068,230	3,085,565	149%
2033	498	1,931,270	3,335,758	173%
2034	465	1,795,087	3,571,856	199%
2035	433	1,660,234	3,781,048	228%
2036	401	1,527,374	3,954,294	259%
2037	369	1,397,191	4,088,204	293%
2038	338	1,270,384	4,178,493	329%
2039	308	1,147,638	4,227,025	368%
2040	278	1,029,671	4,224,459	410%
2041	250	917,274	4,168,272	454%
2042	223	811,112	4,058,272	500%
2043	197	711,708	3,898,361	548%
2044	173	619,381	3,699,330	597%
2045	151	534,462	3,470,674	649%
2046	131	457,143	3,215,760	703%
2047	112	387,430	2,939,527	759%
2048	95	325,160	2,650,296	815%
2049	80	270,120	2,354,496	872%
2050	66	222,056	2,063,856	929%
2051	55	180,594	1,788,211	990%
2052	44	145,258	1,530,540	1054%
2053	36	115,466	1,292,710	1120%
2054	28	90,645	1,075,399	1186%
2055	22	70,249	880,920	1254%
2056	17	53,710	712,513	1327%
2057	13	40,494	568,071	1403%
2058	10	30,084	447,888	1489%
2059	8	22,005	349,941	1590%
2060	6	15,839	270,973	1711%
2061	4	11,206	207,079	1848%
2062	3	7,782	155,006	1992%
2063	2	5,297	113,775	2148%
2064	1	3,533	81,852	2317%
2065	1	2,310	57,740	2500%
2066	1	1,481	40,034	2703%
2067	0	931	27,282	2930%
2068	0	575	18,279	3181%
2069	0	347	12,036	3471%
2070	0	205	7,783	3793%
2071	0	119	4,935	4142%
2072	0	68	3,054	4479%
2073	0	38	1,845	4798%
2074	0	21	1,083	5165%
2075	0	11	612	5527%
2076	0	6	332	5810%
2077	0	3	172	6231%
2078	0	1	84	6430%
2079	0	1	38	7219%

Loss Ratio Summaries

Accumulated Value of Historical to 12/31/2021	24,655,314	2,775,611	11%	24,655,314	2,775,611	11%
Present Value of Future to 12/31/2021	29,786,259	49,123,202	165%	31,980,487	49,353,434	154%
Total Values (Discounted at 4.00%)	54,441,574	51,898,813	95%	56,635,802	52,129,045	92%

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
All Products

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions			
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	37,464	6.2%		8.6%	3,208	0.5%	185	9.1%	6.0%	0.1%	6.1%	
2	35,127	4.1%		7.0%	2,453	0.6%	206	7.6%	4.0%	0.1%	4.1%	
3	33,686	2.9%		5.5%	1,860	0.7%	233	6.2%	3.0%	0.2%	3.2%	
4	32,703	2.6%		4.5%	1,470	0.8%	265	5.3%	2.0%	0.2%	2.2%	
5	31,863	2.3%		3.9%	1,258	0.9%	302	4.9%	2.0%	0.3%	2.3%	
6	31,145	2.1%		3.3%	1,024	1.1%	344	4.4%	1.5%	0.4%	1.9%	
7	30,492	2.0%		2.5%	776	1.3%	391	3.8%	1.5%	0.5%	2.0%	
8	29,868	1.9%		2.3%	684	1.5%	442	3.8%	1.5%	0.6%	2.1%	
9	29,294	1.9%		2.1%	616	1.7%	499	3.8%	1.9%	0.6%	2.5%	
10	28,741	2.7%		2.0%	572	1.9%	539	3.9%	1.9%	0.8%	2.7%	
11	27,961	3.0%		2.0%	557	2.1%	577	4.1%	1.9%	0.9%	2.8%	
12	22,939	2.9%		2.2%	499	2.3%	521	4.4%	1.9%	1.1%	2.9%	
13	18,577	2.5%		2.4%	446	2.5%	468	4.9%	1.8%	1.2%	3.0%	
14	14,121	2.5%		2.7%	383	2.8%	391	5.5%	1.8%	1.4%	3.2%	
15	9,387	2.9%		3.2%	299	3.0%	285	6.2%	1.7%	1.7%	3.4%	
16	5,771	2.9%		3.9%	223	3.2%	185	7.1%	1.5%	2.0%	3.5%	
17	3,950	3.4%		4.6%	184	3.2%	128	7.9%	1.4%	2.1%	3.5%	
18	2,839	4.1%		5.6%	158	3.1%	89	8.7%	1.1%	2.2%	3.4%	
19	2,174	2.3%		6.1%	133	3.2%	69	9.3%	1.0%	2.3%	3.3%	
20	1,780	2.8%		6.2%	110	3.5%	62	9.6%	1.0%	2.6%	3.6%	
21	1,364	2.8%		6.2%	84	3.7%	50	9.9%	1.0%	2.8%	3.8%	
22	967	4.0%		6.3%	61	4.1%	39	10.3%	1.0%	3.1%	4.1%	
23	415	6.3%		6.5%	27	6.1%	25	12.6%	1.0%	4.7%	5.7%	
24	201	9.5%		6.9%	14	7.7%	15	14.6%	1.0%	6.1%	7.1%	
25	144	6.3%		7.0%	10	7.9%	11	14.9%	1.0%	6.3%	7.3%	
26	95	9.5%		7.0%	7	8.4%	8	15.4%	1.0%	6.7%	7.7%	
27	37	2.7%		7.0%	3	8.9%	3	15.9%	1.0%	7.1%	8.1%	
28	11	27.3%		7.0%	1	9.7%	1	16.7%	1.0%	7.7%	8.7%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10-pay and paid-up at age 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price each product.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2021.

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
1993 Product

			Actual Results		Original Pricing Assumptions							Current Assumptions		
Policy Duration	Total Lives		Total Terminations		Number of		Number of		Total				Total	
					Lapse	Expected Lapses	Mortality	Expected Deaths	Terminations		Lapse	Mortality	Terminations	
1	547		4.0%		22.4%	123	1.2%	7	23.6%		6.0%	0.2%	6.2%	
2	525		2.9%		17.4%	91	1.3%	7	18.7%		4.0%	0.3%	4.3%	
3	510		2.2%		13.4%	69	1.5%	7	14.9%		3.0%	0.4%	3.4%	
4	499		2.8%		11.9%	60	1.6%	8	13.5%		2.0%	0.6%	2.6%	
5	485		1.0%		10.4%	51	1.7%	8	12.1%		2.0%	0.8%	2.8%	
6	480		0.8%		8.9%	43	1.9%	9	10.8%		1.5%	1.0%	2.5%	
7	476		2.3%		8.4%	40	2.1%	10	10.5%		1.5%	1.3%	2.8%	
8	465		0.9%		7.9%	37	2.3%	11	10.2%		1.5%	1.6%	3.1%	
9	461		3.5%		7.4%	34	2.5%	11	9.9%		1.0%	1.9%	2.9%	
10	445		2.0%		7.0%	31	2.7%	12	9.7%		1.0%	2.1%	3.1%	
11	436		3.7%		7.0%	30	3.0%	13	10.0%		1.0%	2.3%	3.3%	
12	420		3.1%		7.0%	29	3.2%	14	10.2%		1.0%	2.5%	3.5%	
13	407		4.2%		7.0%	28	3.5%	14	10.5%		1.0%	2.7%	3.7%	
14	390		3.3%		7.0%	27	3.8%	15	10.8%		1.0%	2.9%	3.9%	
15	377		4.8%		7.0%	26	4.1%	16	11.1%		1.0%	3.2%	4.2%	
16	359		3.1%		7.0%	25	4.5%	16	11.4%		1.0%	3.5%	4.5%	
17	348		3.7%		7.0%	24	4.9%	17	11.8%		1.0%	3.8%	4.8%	
18	337		10.4%		7.0%	23	5.2%	18	12.2%		1.0%	4.1%	5.1%	
19	302		3.0%		7.0%	21	5.6%	17	12.6%		1.0%	4.4%	5.4%	
20	293		6.1%		7.0%	20	6.0%	18	13.0%		1.0%	4.7%	5.7%	
21	275		5.1%		7.0%	19	6.5%	18	13.4%		1.0%	5.1%	6.1%	
22	261		8.8%		7.0%	18	6.9%	18	13.9%		1.0%	5.5%	6.5%	
23	236		9.7%		7.0%	16	7.3%	17	14.3%		1.0%	5.8%	6.8%	
24	196		9.7%		7.0%	14	7.7%	15	14.7%		1.0%	6.1%	7.1%	
25	144		6.3%		7.0%	10	7.9%	11	14.9%		1.0%	6.3%	7.3%	
26	95		9.5%		7.0%	7	8.4%	8	15.4%		1.0%	6.7%	7.7%	
27	37		2.7%		7.0%	3	8.9%	3	15.9%		1.0%	7.1%	8.1%	
28	11		27.3%		7.0%	1	9.7%	1	16.7%		1.0%	7.7%	8.7%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10-pay and paid-up at age 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 IAM table
The original ultimate lapse assumption was 6.0% for issue ages 62 and younger and 8.0% for issue ages 63 and older
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009
(Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2021.

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
1997 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions			
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	3,333	4.1%		10.8%	359	0.5%	18	11.3%	6.0%	0.1%	6.1%	
2	3,198	3.1%		8.8%	280	0.6%	19	9.4%	4.0%	0.1%	4.1%	
3	3,100	2.6%		6.8%	210	0.7%	21	7.4%	3.0%	0.2%	3.2%	
4	3,020	2.3%		6.6%	199	0.7%	22	7.3%	2.0%	0.3%	2.3%	
5	2,952	2.1%		6.4%	188	0.8%	24	7.2%	2.0%	0.4%	2.4%	
6	2,889	1.9%		6.2%	179	0.9%	26	7.1%	1.5%	0.5%	2.0%	
7	2,834	2.4%		6.0%	170	1.0%	29	7.0%	1.5%	0.6%	2.1%	
8	2,763	2.2%		6.0%	166	1.1%	31	7.1%	1.5%	0.7%	2.2%	
9	2,701	2.2%		6.0%	162	1.2%	33	7.2%	1.0%	0.9%	1.9%	
10	2,640	2.3%		6.0%	158	1.4%	36	7.4%	1.0%	1.0%	2.0%	
11	2,580	2.2%		6.0%	155	1.5%	39	7.5%	1.0%	1.1%	2.1%	
12	2,523	2.9%		6.0%	151	1.6%	41	7.6%	1.0%	1.2%	2.2%	
13	2,451	3.0%		6.0%	147	1.8%	44	7.8%	1.0%	1.3%	2.3%	
14	2,377	2.9%		6.0%	143	1.9%	46	7.9%	1.0%	1.4%	2.4%	
15	2,308	2.8%		6.0%	138	2.1%	47	8.1%	1.0%	1.5%	2.5%	
16	2,244	2.7%		6.0%	135	2.2%	49	8.2%	1.0%	1.6%	2.6%	
17	2,184	2.7%		6.0%	131	2.4%	51	8.4%	1.0%	1.7%	2.7%	
18	2,113	3.3%		6.0%	127	2.5%	54	8.5%	1.0%	1.8%	2.8%	
19	1,872	2.1%		6.0%	112	2.8%	52	8.8%	1.0%	2.0%	3.0%	
20	1,487	2.2%		6.0%	89	3.0%	44	9.0%	1.0%	2.2%	3.2%	
21	1,089	2.2%		6.0%	65	3.0%	33	9.0%	1.0%	2.2%	3.2%	
22	706	2.3%		6.0%	42	3.0%	21	9.0%	1.0%	2.2%	3.2%	
23	179	1.7%		6.0%	11	4.4%	8	10.4%	1.0%	3.2%	4.2%	
24	5	0.0%		6.0%	0	7.2%	0	13.2%	1.0%	5.3%	6.3%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10-pay and paid-up at age 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table
The original ultimate lapse assumption was 6.0%.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2005 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2021.

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
2002 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	16,663	6.8%		10.3%	1,711	0.8%	137	11.1%	6.0%	0.1%	6.1%
2	15,527	4.4%		8.3%	1,287	0.9%	142	9.2%	4.0%	0.1%	4.1%
3	14,845	3.2%		6.5%	972	1.0%	151	7.6%	3.0%	0.2%	3.2%
4	14,366	2.8%		5.3%	767	1.1%	162	6.5%	2.0%	0.2%	2.2%
5	13,966	2.3%		4.7%	657	1.2%	175	6.0%	2.0%	0.3%	2.3%
6	13,641	2.1%		4.3%	591	1.4%	189	5.7%	1.5%	0.3%	1.8%
7	13,348	2.1%		3.2%	428	1.5%	204	4.7%	1.5%	0.4%	1.9%
8	13,064	1.8%		2.6%	345	1.7%	219	4.3%	1.5%	0.5%	2.0%
9	12,831	1.7%		2.2%	287	1.8%	237	4.1%	2.0%	0.6%	2.6%
10	12,619	2.6%		2.0%	252	2.0%	256	4.0%	2.0%	0.7%	2.7%
11	12,285	3.3%		2.0%	246	2.2%	275	4.2%	2.0%	0.9%	2.9%
12	11,875	3.1%		2.0%	238	2.5%	292	4.5%	2.0%	1.0%	3.0%
13	11,330	2.6%		2.0%	227	2.7%	304	4.7%	2.0%	1.1%	3.1%
14	10,007	2.6%		2.0%	200	3.0%	295	5.0%	2.0%	1.4%	3.4%
15	6,702	2.8%		2.0%	134	3.3%	222	5.3%	2.0%	1.7%	3.7%
16	3,168	3.1%		2.0%	63	3.8%	119	5.8%	2.0%	2.0%	4.0%
17	1,418	4.4%		2.0%	28	4.2%	60	6.2%	2.0%	2.3%	4.3%
18	389	2.8%		2.0%	8	4.5%	18	6.5%	2.0%	2.7%	4.7%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10-pay and paid-up at age 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table
The original ultimate lapse assumption reached 2.0% by duration 10.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2005 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 2.0% starting in duration 9
- 5) Experience is through December 31, 2021.

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
2006 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions			
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	16,921	6.2%		6.0%	1,015	0.1%	24	6.1%	6.0%	0.1%	6.1%	
2	15,877	4.1%		5.0%	794	0.2%	38	5.2%	4.0%	0.1%	4.1%	
3	15,231	2.7%		4.0%	609	0.4%	54	4.4%	3.0%	0.2%	3.2%	
4	14,818	2.4%		3.0%	445	0.5%	73	3.5%	2.0%	0.2%	2.2%	
5	14,460	2.2%		2.5%	362	0.7%	95	3.2%	2.0%	0.3%	2.3%	
6	14,135	2.1%		1.5%	212	0.8%	120	2.3%	1.5%	0.3%	1.8%	
7	13,834	1.9%		1.0%	138	1.1%	149	2.1%	1.5%	0.4%	1.9%	
8	13,576	2.0%		1.0%	136	1.3%	181	2.3%	1.5%	0.5%	2.0%	
9	13,301	2.0%		1.0%	133	1.6%	217	2.6%	2.0%	0.6%	2.6%	
10	13,037	2.8%		1.0%	130	1.8%	235	2.8%	2.0%	0.7%	2.7%	
11	12,660	2.7%		1.0%	127	2.0%	250	3.0%	2.0%	0.9%	2.9%	
12	8,121	2.6%		1.0%	81	2.1%	174	3.1%	2.0%	1.0%	3.0%	
13	4,389	1.9%		1.0%	44	2.4%	106	3.4%	2.0%	1.2%	3.2%	
14	1,347	1.6%		1.0%	13	2.6%	35	3.6%	2.0%	1.4%	3.4%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10-pay and paid-up at age 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1994 GAM table, projected to 2006
The original ultimate lapse assumption reached 1.0% by duration 7.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 2.0% starting in duration 9
- 5) Experience is through December 31, 2021.



CMFG Life Insurance Company

Home Office: 2000 Heritage Way, Waverly, IA 60577
Telephone: 800.798.5433

November 8, 2022

Re: CMFG Life Insurance Company
NAIC #: 62626-0306
FEIN #: 39-0230590
Long Term Care Product Filing Authorization

To Whom It May Concern:

The undersigned hereby grants the following representatives of **Milliman, Inc.**, whose main office is located at 17335 Golf Parkway, Suite 100, Brookfield, WI 53045, authority to act on our behalf regarding state insurance department filings of our Long Term Care products:

Sarah Wunder
Hanna Holzer
Evan Pollock
Dan Nitz
Anders Hendrickson
Andrea Schneider
Dean Wang
Tom Wrigley

This authorization is valid effective from the date noted above, for the duration of the filing project. If additional assistance or verification regarding this authorization is required, please contact John Svedberg, FSA, MAAA, Director, Life & Health Valuation | Corporate Actuarial, at CMFG Life Insurance Company. He can be reached by phone at 800.356.2644, Ext 665.7055.

IN WITNESS THEREOF, the Company has caused this authorization to be in effect by the signature of its Director.

A handwritten signature in black ink, appearing to read "John Svedberg", written over a horizontal line.

Signature

John Svedberg
Director, Life & Health Valuation | Corporate Actuarial

CMFG Life Insurance Company Long Term Care Insurance Rate Increase Filings

SUPPLEMENTAL INFORMATION – KEY ASSUMPTIONS

CONFIDENTIAL

CMFG Life Insurance Company (CMFG Life) is seeking rate increases on its Long-Term Care Insurance (LTC) products because current estimates of lifetime loss ratios are in excess of expected. Persistency experience is the *primary* driver of our higher-than-expected loss ratios.

Lapses, mortality, and morbidity business drivers are inter-related, and we have not isolated each assumption to determine the independent impact of each. Although morbidity projections are also less favorable than expected in original pricing, the overwhelming issues are lower lapse and mortality rates. As a result, the Company will ultimately pay out much more in claims than was originally expected. We are now projecting lifetime loss ratios far in excess of what was assumed when the products were priced.

Model

The projections of future experience were modeled using Milliman's modeling software, MG-ALFA. The assumptions and methodology are listed in the Actuarial Memorandum supporting the rate increase filing and described in further detail in this document. The attached file "**Model Formulas 123121.doc**" provides further information on the formulas used to calculate the key components of the loss ratio. The model used the inforce policies as of 12/31/2021. The file "**DOB Exhibit (Dec 2021).xlsx**" contains a distribution of business for each product by the key demographic and benefit characteristics.

Lapse Study Details

Voluntary lapse rates were determined based on two approaches. First, "actual lapses" were determined by subtracting actual deaths from total terminations. Second, "implied lapses" were determined by subtracting expected deaths from total terminations. To the extent that the actual deaths are understated (due to incorrect coding of Social Security Numbers), actual mortality will increase under the second method, while actual lapses will decrease. The total termination rates will not change.

The lapse study is based fully upon CMFG Life's own experience, for all four proprietary LTC products, from inception. All of the business is individual; no group LTC experience is included. The study includes *only lifetime pay* policies; it excludes policies that were issued as single pay, 10 pay and paid-up at 65.

Detailed results of CMFG Life's internal lapse study are provided in the attached file "**Lapse Analysis Details (Dec 2021).xlsx**". Exhibits provide the number of exposures and *total terminations* for each policy duration, in total (for the entire LTC block of four products), by gender, by product (for each of the four products), by marital status, and by inflation protection option. The current voluntary lapse rate assumptions are shown alongside the actual and *implied* voluntary lapse rates for each duration on each exhibit. Also included in this response is a file "**Total Persistency Comparisons (App D) (Dec 2021).xlsx**", which contains a persistency summary. It shows a comparison of actual persistency experience to what was assumed in original pricing and to our current assumptions -- in total and by product.

Lapse experience has been higher recently than the long run expected assumption due to shock lapse from recent rate increases. We anticipate lapse rates to come down from the current elevated levels once the rate increases are complete and will match our long run assumption of 1% per year for the 1993 and 1997 Products and 2% per year for the 2002 and 2006 Products.

Mortality Study Details

The analysis was built on the exposure calculations used in our incurred claim analysis. Actual deaths were determined using two techniques. First, an individual's Social Security Number was compared against the Social Security Death Master File to identify deceased individuals. Second, the policy termination reason code of "death" was used. A terminated policy was considered a death if the policyholder was determined to have died under either approach.

Expected mortality is based upon the Annuity 2000 table projected forward using Scale G (100% for males and 50% for females), along with mortality selection factors. The 2002 and 2006 Products have slightly lower mortality experience than the 1993 and 1997 Products. The mortality selection factors for the 1993 and 1997 Products start at 0.20 in year 1, grading up by 0.1 per year to 1.0 in year 9. The mortality selection factors for the 2002 and 2006 Products start at 0.15 in duration 1 and grade to an ultimate of 0.85 in duration 19. The central point of the study period was 2009; therefore, the mortality table was projected to 2009 and used throughout the study. (Note that the *projections* assume continued mortality improvement, on same bases, to 2030.)

The mortality study is based fully upon CMFG Life's own experience, for all four proprietary LTC products, from inception. All of the business is individual; no group experience is included.

Detailed results of CMFG Life's internal mortality study are provided in the attached file "**Mortality Analysis Details (Dec 2021).xlsx**". The exhibits provide the number of exposures and *total terminations* for the entire LTC block of four products, by policy duration, attained age, gender, product (for each of the four products), and marital status. "Actual to Expected" mortality ratios are shown alongside the actual and expected mortality rates on each exhibit. As noted above, also included is the file "**Total Persistency Comparisons (App D) (Dec 2021).xlsx**", which contains a persistency summary. It shows a comparison of actual persistency experience to what was assumed in original pricing and to our current assumptions -- in total and by LTC plan.

Morbidity Study Details

A claim experience analysis was performed on all of the Company's LTC business in order to develop appropriate morbidity assumptions for the loss ratio projections. Projection assumptions are based on a combination of CMFG Life's LTC historical claim experience, Milliman's 2020 LTC *Guidelines* and judgment. The *Guidelines* provide a flexible, but consistent, basis for the determination of claim costs for a wide variety of long-term care benefit packages and are based directly on 900,000 claims and 63 million life years of exposure. In addition to the information provided in this section, please see the file "**Morbidity Analysis Details (Dec 2021).xlsx**", included with this response.

CMFG Life's claim experience was analyzed by incidence, severity, and incurred claims. The primary finding from the claim analysis was that the Company's overall claim experience fit reasonably well to the *Guidelines*. Limited adjustments were then made to the *Guidelines*, to develop a better fit to actual experience by product.

Claim Reserve Review

As approximately 44% of incurred claims is derived from the claim reserve (\$197 million incurred claims is made up of approximately \$110 million paid claims and \$87 remaining claim reserve), any assessment of the Company's incurred claims would be heavily impacted by the accuracy of the claim reserves. Therefore, a high-level retrospective test was conducted to review the claim reserves. Historical reserve balances, along with historical claim payment amounts, were used. The claim reserve has been sufficient in all prior year-ends tested (2006-2020). Please see the file "**Claim Reserve Retro Test - Dec 2021 Data.xlsx**" for further details. Given the level of

sufficiency of the reserves, we dampened the reported reserves by 10% for the purposes of setting product factors.

Claim Analysis Approach

The approach to developing a set of morbidity assumptions for projections was first to establish initial Baseline Expectations, based on the underwriting, claim management practices, and benefit design for each of CMFG Life's products. The starting assumptions were based on Milliman's *Guidelines*. Next, factors were established for each of our products.

More specifically, Baseline Expectations were comprised of the following factors:

- 1) Ultimate Claim Costs – Claim costs were generated using Milliman's claim cost model which reflected differences in benefit design, age, and gender.
- 2) Selection Factors – The underwriting for each product was aligned to one of Milliman's underwriting categories. Underwriting for the 1993 and 1997 products was approximately done at the "Moderate" level. Underwriting for the 2002 and 2006 products was a blend of "Tight" and "Moderate" levels, with higher proportions of "Tight" as issue ages increased.
- 3) Salvage Factors – Salvage factors were used to reflect that the CMFG Life maximum benefits will not be paid out, depending on the benefit design. An LTC inflation rate of 5.0% was assumed in determining the rate at which LTC expenses increase for the first 13 policy durations (and resulting salvage values). Starting in policy duration 14, the LTC inflation rate is 4.5% for skilled nursing facility, 4.0% for assisted living facility, and 3.25% for home health care settings.
- 4) Claim Management Factor – Based on the level of claim management CMFG Life conducts, a 5% reduction to claims was assumed.
- 5) Area Factors – For each product, the actual utilization differences by state were determined and a composite area factor was developed.
- 6) Risk Class Factors – The morbidity difference for each risk class was reflected in the risk class factor. Outside of the substandard factors, the risk class factors composite approximately to 1.00.
- 7) Additional Rider Factors – Several products have riders which include benefits above what is normally included in the *Guidelines*. The general approach was to apply a claim cost factor equal to the premium loads for the rider.

Table 1 shows that, overall, CMFG Life's claim experience (01/01/02 – 12/31/21) fits reasonably well to the Baseline Expectations. (Note that incurred claims on Waiver of Premium are not included in the Table 1 numbers.)

Table 1 CMFG Life LTC Products – Actual to "Baseline Expected" Claims			
	<u>Actual</u>	<u>Baseline Expected*</u>	<u>Actual to Expected</u>
Life Yrs of Exposure	468,811	N/A	N/A
Count of Claims	1,995	1,979	101%
Severity per Claim	\$98,925	\$102,036	97%
Incurred Claims	\$197.4 million	\$202.0 million	98%

* The Baseline Expected is based on Milliman's LTC Guidelines without any Product fitting factors.

Table 2 provides additional insights about the variability of experience by product. (Note that incurred claims on Waiver of Premium are not included in the Table 2 numbers.)

Table 2
CMFG Life LTC Products – Actual to “Baseline Expected” Claims (in millions)

<u>Product</u>	<u>Actual Incurred</u> <u>Claims</u>	<u>Baseline Expected*</u> <u>Incurred Claims</u>	<u>Actual to Expected</u>
1993	\$10.5	\$11.9	89%
1997	\$32.5	\$25.0	130%
2002	\$104.6	\$114.7	91%
2006	\$49.7	\$50.3	99%
Total	\$197.4	\$202.0	98%

* The Baseline Expected is based on Milliman’s LTC Guidelines without any Product fitting factors.

Please note that the expected claims in Tables 1 and 2 do not include any product fitting factors. The expected claims shown in the file “Morbidity Analysis Details (Dec 2021).xlsx” do include the product fitting factors.

8) Product Factors – The final step of the claim analysis was to review the experience by product. Since the experience of each product was not credible by itself, judgment, along with the experience on each product, was considered. The product factors are applied to all years. Table 3 shows the product factors by product.

Table 3
CMFG Life LTC Products – Product Factors

<u>Product</u>	<u>Product Factors</u>
1993	1.00
1997	1.11
2002	0.90
2006	0.95

Test Valuation Date	IBNR	IBNR / Total	DLR + ICOS	Starting Claim Reserve ⁷	Claims Paid ⁷														Remaining Claim Reserve Discounted to Valuation Date ⁴		Percent Remaining	Retrospective Test Reserve ⁶	Amount of Excess / (Deficiency)	Percent Excess / (Deficiency)	
					2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Paid Claims Discounted to Valuation Date ^{3 & 5}					
12/31/2006	1,470,000	27%	3,878,364	5,348,364	951,410	939,676	778,788	586,465	464,525	244,800	232,705	193,091	104,975	87,650	-	-	-	-	4,169,102	-	0%	4,169,102	1,179,262	22%	
12/31/2007	1,156,000	16%	6,253,520	7,409,520		1,409,626	1,125,668	800,959	575,368	301,229	294,061	258,659	150,871	131,363	77,618	43,146	42,841	26,005	21,960	4,859,999	91,854	1%	4,859,999	2,549,521	34%
12/31/2008	960,000	12%	6,914,698	7,874,698			1,801,588	1,334,797	985,909	588,569	517,664	404,755	250,485	229,214	153,496	120,211	72,564	26,005	21,960	5,904,413	95,069	1%	5,999,483	1,875,215	24%
12/31/2009	1,027,000	11%	8,208,685	9,235,685				2,275,882	1,830,489	1,253,359	1,023,998	721,124	444,130	301,666	193,177	199,157	132,149	64,108	89,310	7,757,914	370,386	4%	8,128,301	1,107,385	12%
12/31/2010	566,000	5%	10,914,592	11,480,592					2,764,753	2,134,209	1,727,007	1,151,957	739,426	473,358	268,061	281,900	198,104	96,289	89,310	9,087,276	383,350	3%	9,470,626	2,009,966	18%
12/31/2011	559,000	4%	14,925,454	15,484,454						3,724,289	3,078,596	2,200,346	1,412,832	954,248	418,456	404,245	219,944	119,293	107,421	11,679,523	414,501	3%	12,094,024	3,390,430	22%
12/31/2012	721,000	4%	18,086,848	18,807,848							4,727,111	3,846,450	2,640,672	1,639,715	848,093	744,615	548,001	386,160	277,488	15,595,138	1,132,490	6%	15,595,138	3,212,710	17%
12/31/2013	3,181,950	12%	22,536,617	25,718,568								5,663,726	4,439,831	3,138,395	1,769,263	1,457,429	1,117,841	714,166	556,414	17,406,491	1,641,608	6%	19,048,099	6,670,469	26%
12/31/2014	3,744,020	11%	29,919,291	33,663,311								4,894,977	3,247,511	2,423,209	1,720,812	1,117,800	851,238	19,496,247	17,406,491	22,842,054	3,345,807	10%	22,842,054	10,821,257	32%
12/31/2015	4,197,630	13%	27,579,852	31,777,482									7,517,511	5,829,991	4,688,703	3,335,424	2,026,153	1,217,968	22,929,033	4,283,147	13%	27,212,180	4,565,302	14%	
12/31/2016	4,856,223	12%	36,880,396	41,736,619										9,060,416	7,700,974	5,815,002	3,544,189	2,103,337	26,499,182	5,398,749	13%	31,897,931	9,838,689	24%	
12/31/2017	5,495,815	11%	46,749,430	52,245,245											11,918,623	9,339,784	5,828,257	3,198,361	28,768,921	8,531,917	16%	37,300,838	14,944,406	29%	
12/31/2018	4,398,604	7%	59,329,950	63,728,554													14,754,586	9,774,208	6,446,295	29,700,659	14,590,666	23%	44,291,325	19,437,229	31%
12/31/2019	5,470,636	7%	72,337,791	77,808,427															10,957,614	25,910,744	27,346,743	35%	53,257,487	24,550,940	32%
12/31/2020	5,631,701	7%	80,114,592	85,746,293															15,773,216	17,683,535	17,381,967	64%	71,931,222	13,815,072	16%
																			Average (2006 - 2020) =		7,997,857	23%			
																			Average (2007 - 2020) =		8,484,899	24%			

Notes:

- 1) Starting Claim Reserve is made up of ICOS, DLR, and IBNR.
- 2) Claims Paid include only claim payments for claims incurred before the test valuation date.
- 3) Present Value of Paid Claims assume middle of year payment and are discounted back to the test valuation date.
- 4) Remaining Claim Reserve as of 12/31/2021 for claims incurred prior to the test valuation date, discounted back to the test valuation date.
- 5) Present values calculated at 3.50% (both paid claims and remaining claim reserve).
- 6) Retrospective Test Reserve is the sum of present value of paid claim plus the present value of remaining claim reserve, as of test valuation date.
- 7) A minor inconsistency exists between claim incurred dates. The claim reserves are based on CMFG Life's incurred date while the paid claims are based on Milliman's date.

Exhibit 2A
CMFG Life Insurance Company
Distribution of Inforce Business as of December 31, 2021
All Policies - Nationwide

Issue Year	1993 Product				1997 Product				2002 Product				2006 Product			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
1993	10	6.0%	11,150	4.6%												
1994	28	16.9%	35,796	14.7%												
1995	44	26.5%	66,503	27.3%												
1996	54	32.5%	80,141	32.9%												
1997	20	12.0%	34,003	14.0%	18	0.9%	24,705	1.0%								
1998	8	4.8%	14,323	5.9%	175	9.1%	208,628	8.3%								
1999	2	1.2%	1,691	0.7%	519	26.9%	510,356	20.2%								
2000					387	20.1%	467,430	18.5%								
2001					376	19.5%	599,368	23.8%								
2002					317	16.4%	476,106	18.9%	2	0.0%	2,696	0.0%				
2003					125	6.5%	212,580	8.4%	841	6.9%	2,270,484	7.4%				
2004					12	0.6%	23,666	0.9%	1,822	14.8%	4,593,083	14.9%				
2005									2,588	21.1%	6,332,389	20.6%				
2006									3,498	28.5%	8,805,559	28.6%	4	0.0%	11,745	0.0%
2007									2,579	21.0%	6,499,726	21.1%	1,804	15.0%	4,280,005	14.6%
2008									908	7.4%	2,229,567	7.2%	3,004	25.0%	7,755,748	26.5%
2009									37	0.3%	75,847	0.2%	3,678	30.6%	9,128,068	31.2%
2010													3,536	29.4%	8,088,220	27.6%
2011													1	0.0%	813	0.0%
Total	166	100.0%	243,607	100.0%	1,929	100.0%	2,522,839	100.0%	12,275	100.0%	30,809,351	100.0%	12,027	100.0%	29,264,600	100.0%

Issue Age																
20-25	0	0.0%	0	0.0%	1	0.1%	0	0.0%	12	0.1%	9,148	0.0%	2	0.0%	1,822	0.0%
25-30	0	0.0%	0	0.0%	27	1.4%	11,417	0.5%	9	0.1%	7,060	0.0%	7	0.1%	5,565	0.0%
30-35	0	0.0%	0	0.0%	115	6.0%	45,166	1.8%	23	0.2%	23,771	0.1%	12	0.1%	19,402	0.1%
35-40	2	1.2%	1,738	0.7%	160	8.3%	71,530	2.8%	49	0.4%	68,916	0.2%	42	0.3%	67,140	0.2%
40-45	1	0.6%	1,026	0.4%	191	9.9%	137,694	5.5%	141	1.1%	230,246	0.7%	80	0.7%	149,747	0.5%
45-50	11	6.6%	11,272	4.6%	297	15.4%	274,421	10.9%	822	6.7%	1,450,371	4.7%	561	4.7%	1,045,136	3.6%
50-55	33	19.9%	43,557	17.9%	408	21.2%	490,467	19.4%	2,578	21.0%	5,124,220	16.6%	2,053	17.1%	4,196,455	14.3%
55-60	39	23.5%	53,419	21.9%	363	18.8%	564,720	22.4%	3,727	30.4%	9,101,800	29.5%	3,386	28.2%	7,634,873	26.1%
60-65	55	33.1%	82,383	33.8%	242	12.5%	506,611	20.1%	2,911	23.7%	8,175,926	26.5%	3,505	29.1%	8,914,186	30.5%
65-70	19	11.4%	36,292	14.9%	89	4.6%	309,827	12.3%	1,395	11.4%	4,308,473	14.0%	1,763	14.7%	5,028,155	17.2%
70-75	6	3.6%	13,919	5.7%	32	1.7%	94,946	3.8%	514	4.2%	1,865,984	6.1%	544	4.5%	1,866,092	6.4%
75-80	0	0.0%	0	0.0%	4	0.2%	16,040	0.6%	92	0.7%	437,772	1.4%	70	0.6%	328,439	1.1%
80-85	0	0.0%	0	0.0%	0	0.0%	0	0.0%	2	0.0%	5,663	0.0%	2	0.0%	7,587	0.0%
Total	166	100.0%	243,607	100.0%	1,929	100.0%	2,522,839	100.0%	12,275	100.0%	30,809,351	100.0%	12,027	100.0%	29,264,600	100.0%

Average Issue Age58.550.758.159.2

Attained Age																
20-25	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
25-30	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
30-35	0	0.0%	0	0.0%	0	0.0%	0	0.0%	4	0.0%	3,044	0.0%	0	0.0%	0	0.0%
35-40	0	0.0%	0	0.0%	0	0.0%	0	0.0%	9	0.1%	6,341	0.0%	5	0.0%	5,425	0.0%
40-45	0	0.0%	0	0.0%	1	0.1%	1,588	0.1%	8	0.1%	6,430	0.0%	7	0.1%	5,717	0.0%
45-50	0	0.0%	0	0.0%	18	0.9%	9,431	0.4%	20	0.2%	16,776	0.1%	28	0.2%	44,669	0.2%
50-55	0	0.0%	0	0.0%	98	5.1%	45,319	1.8%	49	0.4%	71,863	0.2%	51	0.4%	91,851	0.3%
55-60	0	0.0%	0	0.0%	146	7.6%	59,001	2.3%	139	1.1%	219,954	0.7%	234	1.9%	421,769	1.4%
60-65	1	0.6%	1,260	0.5%	201	10.4%	146,481	5.8%	764	6.2%	1,380,338	4.5%	1,357	11.3%	2,609,573	8.9%
65-70	2	1.2%	1,505	0.6%	280	14.5%	244,781	9.7%	2,443	19.9%	4,844,944	15.7%	2,777	23.1%	5,931,122	20.3%
70-75	9	5.4%	9,269	3.8%	419	21.7%	494,495	19.6%	3,688	30.0%	8,853,215	28.7%	3,836	31.9%	9,281,593	31.7%
75-80	31	18.7%	38,404	15.8%	367	19.0%	561,329	22.2%	2,981	24.3%	8,234,260	26.7%	2,503	20.8%	6,804,258	23.3%
80-85	123	74.1%	193,169	79.3%	399	20.7%	960,413	38.1%	2,170	17.7%	7,172,186	23.3%	1,229	10.2%	4,068,623	13.9%
Total	166	100.0%	243,607	100.0%	1,929	100.0%	2,522,839	100.0%	12,275	100.0%	30,809,351	100.0%	12,027	100.0%	29,264,600	100.0%

Average Attained Age84.071.473.471.5

Gender																
Male	52	31.3%	72,623	29.8%	723	37.5%	957,292	37.9%	4,921	40.1%	12,517,579	40.6%	4,974	41.4%	12,164,179	41.6%
Female	114	68.7%	170,984	70.2%	1,206	62.5%	1,565,547	62.1%	7,354	59.9%	18,291,771	59.4%	7,053	58.6%	17,100,421	58.4%
Total	166	100.0%	243,607	100.0%	1,929	100.0%	2,522,839	100.0%	12,275	100.0%	30,809,351	100.0%	12,027	100.0%	29,264,600	100.0%

Exhibit 2A
CMFG Life Insurance Company
Distribution of Inforce Business as of December 31, 2021
All Policies - Nationwide

	1993 Product				1997 Product				2002 Product				2006 Product			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
Inflation Protection																
None	136	81.9%	182,444	74.9%	1,845	95.6%	2,356,195	93.4%	1,707	13.9%	3,500,227	11.4%	1,895	15.8%	3,819,894	13.1%
Future Purchase Option	30	18.1%	61,163	25.1%	84	4.4%	166,644	6.6%								
3% Compound - Lifetime									4,764	38.8%	11,319,333	36.7%	4,597	38.2%	10,992,440	37.6%
5% Simple - Twenty Years	0	0.0%	0	0.0%	0	0.0%	0	0.0%								
5% Simple - Lifetime	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	3,024	25.1%	7,670,969	26.2%
5% Compound - Fifteen Years									367	3.0%	982,630	3.2%	0	0.0%	0	0.0%
5% Compound - Twenty Years	0	0.0%	0	0.0%	0	0.0%	0	0.0%	71	0.6%	172,052	0.6%	0	0.0%	0	0.0%
5% Compound - Lifetime	0	0.0%	0	0.0%	0	0.0%	0	0.0%	5,366	43.7%	14,835,110	48.2%	2,511	20.9%	6,781,298	23.2%
Total	166	100.0%	243,607	100.0%	1,929	100.0%	2,522,839	100.0%	12,275	100.0%	30,809,351	100.0%	12,027	100.0%	29,264,600	100.0%
Other Optional Riders																
Return of Premium	5	3.0%	5,978	2.5%	103	5.3%	109,633	4.3%	119	1.0%	235,575	0.8%	83	0.7%	194,339	0.7%
Nonforfeiture Rider	0	0.0%	0	0.0%	119	6.2%	68,751	2.7%	62	0.5%	126,499	0.4%	53	0.4%	132,226	0.5%
HHEP 10 Day									2,583	21.0%	6,610,564	21.5%	4,017	33.4%	10,058,546	34.4%
Restoration of Benefits									2,385	19.4%	5,692,986	18.5%	2,379	19.8%	5,826,672	19.9%
Shared Extended Expense									2,606	21.2%	6,556,638	21.3%	1,637	13.6%	4,141,315	14.2%
Surviving Spousal									8,100	66.0%	19,219,987	62.4%	1,306	10.9%	3,034,920	10.4%
Living at Home									0	0.0%	0	0.0%	915	7.6%	2,391,864	8.2%
Limited Payment Options																
Single Pay	0	0.0%	0	0.0%	2	0.1%	111,929	4.4%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
10 Pay	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1,033	8.4%	3,274,243	10.6%	60	0.5%	31,444	0.1%
Paid up 65	0	0.0%	0	0.0%	0	0.0%	0	0.0%	767	6.2%	1,381,260	4.5%	55	0.5%	229,358	0.8%
Lifetime	166	100.0%	243,607	100.0%	1,927	99.9%	2,410,910	95.6%	10,475	85.3%	26,153,848	84.9%	11,912	99.0%	29,003,797	99.1%
Total	166	100.0%	243,607	100.0%	1,929	100.0%	2,522,839	100.0%	12,275	100.0%	30,809,351	100.0%	12,027	100.0%	29,264,600	100.0%
Elimination Period																
0	0	0.0%	0	0.0%	431	22.3%	362,435	14.4%								
10	0	0.0%	0	0.0%	26	1.3%	45,604	1.8%								
20	0	0.0%	0	0.0%	560	29.0%	642,338	25.5%								
30	74	44.6%	106,121	43.6%	0	0.0%	0	0.0%	3,410	27.8%	8,897,052	28.9%	991	8.2%	2,540,178	8.7%
60	0	0.0%	0	0.0%	300	15.6%	481,255	19.1%	1,673	13.6%	4,513,992	14.7%	1,751	14.6%	4,349,991	14.9%
90	72	43.4%	104,791	43.0%	532	27.6%	900,846	35.7%	6,931	56.5%	16,788,404	54.5%	7,265	60.4%	17,675,302	60.4%
100									0	0.0%	0	0.0%	1,743	14.5%	4,075,416	13.9%
180	20	12.0%	32,695	13.4%	80	4.1%	90,361	3.6%	261	2.1%	609,903	2.0%	277	2.3%	623,713	2.1%
Total	166	100.0%	243,607	100.0%	1,929	100.0%	2,522,839	100.0%	12,275	100.0%	30,809,351	100.0%	12,027	100.0%	29,264,600	100.0%
Benefit Period																
365 (1 Yr)									219	1.8%	265,763	0.9%	209	1.7%	232,880	0.8%
730 (2 Yr)	9	5.4%	11,448	4.7%	113	5.9%	106,945	4.2%	1,426	11.6%	2,831,996	9.2%	2,074	17.2%	3,986,775	13.6%
1095 (3 Yr)	0	0.0%	0	0.0%	15	0.8%	25,411	1.0%	4,693	38.2%	10,855,663	35.2%	5,670	47.1%	13,201,656	45.1%
1460 (4 Yr)	41	24.7%	51,386	21.1%	354	18.4%	432,868	17.2%	1,674	13.6%	4,350,320	14.1%	1,689	14.0%	4,556,692	15.6%
1825 (5 Yr)									2,873	23.4%	7,655,224	24.8%	1,862	15.5%	5,385,111	18.4%
2190 (6 Yr)	22	13.3%	33,202	13.6%	686	35.6%	642,580	25.5%								
10950 (Lifetime)	94	56.6%	147,572	60.6%	761	39.5%	1,315,035	52.1%	1,390	11.3%	4,850,386	15.7%	523	4.3%	1,901,486	6.5%
Total	166	100.0%	243,607	100.0%	1,929	100.0%	2,522,839	100.0%	12,275	100.0%	30,809,351	100.0%	12,027	100.0%	29,264,600	100.0%
Marital Status																
Single	166	100.0%	243,607	100.0%	727	37.7%	1,191,992	47.2%	2,104	17.1%	5,995,141	19.5%	1,780	14.8%	5,244,307	17.9%
Married 1-insured	0	0.0%	0	0.0%	0	0.0%	0	0.0%	2,072	16.9%	5,597,588	18.2%	2,075	17.3%	5,829,460	19.9%
Married 2-insureds	0	0.0%	0	0.0%	1,202	62.3%	1,330,847	52.8%	8,099	66.0%	19,216,622	62.4%	8,172	67.9%	18,190,833	62.2%
Total	166	100.0%	243,607	100.0%	1,929	100.0%	2,522,839	100.0%	12,275	100.0%	30,809,351	100.0%	12,027	100.0%	29,264,600	100.0%

CMFG Life Insurance Company Number of Policyholders as of December 31, 2021					
State	Product Series				Total
	1993	1997*	2002	2006	
AL	4	5	21	127	157
AK	1	7	8	2	18
AZ	6	53	578	287	924
AR	-	1	13	3	17
CA	5	29	2,191	1,057	3,282
CO	16	14	29	229	288
CT	-	1	624	491	1,116
DE	-	5	104	183	292
DC	-	3	85	44	132
FL	-	85	1,038	1,254	2,377
GA	10	36	586	456	1,088
HI	3	15	7	11	36
ID	-	16	18	2	36
IL	9	60	363	615	1,047
IN	1	6	9	21	37
IA	8	154	194	139	495
KS	1	22	131	225	379
KY	-	5	20	9	34
LA	4	4	12	54	74
ME	-	-	-	-	-
MD	-	20	756	727	1,503
MA	-	5	164	222	391
MI	6	77	466	609	1,158
MN	-	39	297	226	562
MS	-	-	6	3	9
MO	1	47	258	404	710
MT	1	9	1	-	11
NE	1	2	5	1	9
NV	1	24	29	6	60
NH	-	2	10	48	60
NJ	-	7	197	377	581
NM	-	11	89	41	141
NY	-	-	-	-	-
NC	-	29	416	481	926
ND	1	-	-	-	1
OH	21	77	21	26	145
OK	3	15	6	2	26
OR	5	91	94	2	192
PA	9	83	444	849	1,385
RI	-	-	27	29	56
SC	-	47	200	530	777
SD	-	-	-	-	-
TN	7	81	87	18	193
TX	13	132	713	1,039	1,897
UT	6	24	28	33	91
VT	-	22	14	-	36
VA	10	66	1,726	1,071	2,873
WA	10	38	99	30	177
WV	-	-	4	10	14
WI	3	458	78	30	569
WY	-	-	9	4	13
Total	166	1,927	12,275	12,027	26,395

*Excludes policies with single-pay premium option

CMFG Life Insurance Company Annualized Premium as of December 31, 2021					
State	Product Series				Total
	1993	1997*	2002	2006	
AL	3,766	7,295	48,065	318,226	377,351
AK	2,700	9,934	47,676	3,722	64,032
AZ	6,895	86,359	1,776,864	858,712	2,728,830
AR	-	361	15,240	3,157	18,759
CA	4,699	34,491	4,715,603	2,147,774	6,902,568
CO	34,917	31,399	90,912	576,585	733,813
CT	-	2,147	1,510,414	1,167,076	2,679,637
DE	-	6,310	241,936	448,064	696,310
DC	-	5,246	238,057	114,398	357,701
FL	-	98,823	2,342,653	3,008,625	5,450,101
GA	13,581	54,041	1,920,210	1,348,040	3,335,873
HI	4,826	25,924	18,260	19,283	68,293
ID	-	20,157	26,759	1,066	47,983
IL	17,707	111,607	860,103	1,537,423	2,526,841
IN	569	7,948	13,749	34,752	57,018
IA	7,698	136,655	412,720	291,757	848,829
KS	1,634	35,672	236,586	479,925	753,816
KY	-	3,227	53,667	19,010	75,904
LA	5,131	4,483	19,914	98,053	127,580
ME	-	-	-	-	-
MD	-	40,588	1,929,877	1,567,632	3,538,096
MA	-	8,656	395,395	543,328	947,379
MI	7,203	131,352	1,105,067	1,475,150	2,718,771
MN	-	58,638	787,685	558,892	1,405,215
MS	-	-	15,646	4,909	20,554
MO	590	50,798	546,503	802,618	1,400,510
MT	1,603	9,893	3,232	-	14,729
NE	2,742	972	23,632	2,246	29,592
NV	1,437	42,660	80,078	15,956	140,132
NH	-	3,267	21,336	101,010	125,614
NJ	-	15,229	624,082	898,593	1,537,903
NM	-	14,435	240,222	109,490	364,146
NY	-	-	-	-	-
NC	-	39,245	896,701	1,270,355	2,206,302
ND	4,401	-	-	-	4,401
OH	24,884	93,201	33,527	54,644	206,256
OK	4,238	23,160	17,403	1,294	46,095
OR	7,627	157,476	209,105	8,544	382,752
PA	15,926	145,977	1,217,203	1,899,105	3,278,211
RI	-	-	58,882	56,649	115,531
SC	-	60,424	480,283	1,320,736	1,861,443
SD	-	-	-	-	-
TN	6,631	80,381	231,460	69,936	388,407
TX	21,588	224,577	1,902,635	2,723,785	4,872,585
UT	5,836	44,889	72,878	86,210	209,813
VT	-	22,083	30,153	-	52,236
VA	12,302	103,958	4,760,838	2,992,223	7,869,322
WA	16,658	66,447	256,743	86,259	426,107
WV	-	-	10,697	26,832	37,529
WI	5,817	290,525	244,999	91,034	632,374
WY	-	-	23,701	21,523	45,224
Total	243,607	2,410,910	30,809,351	29,264,600	62,728,468

*Excludes policies with single-pay premium option

**Exhibit 3A - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
All Business**

Policy Duration	Total Lives	Total Terminations Count	Mortality Rate Rate	Mortality Rate		Voluntary Lapse Rate		Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
				Actual	Expected	Actual	Implied		
1	37,464	2,337	6.2%	0.1%	0.1%	6.1%	6.1%	6.0%	6.0%
2	35,127	1,441	4.1%	0.2%	0.1%	3.9%	4.0%	4.0%	4.0%
3	33,686	983	2.9%	0.3%	0.2%	2.7%	2.7%	3.0%	3.0%
4	32,703	840	2.6%	0.3%	0.2%	2.3%	2.3%	2.0%	2.0%
5	31,863	718	2.3%	0.3%	0.3%	1.9%	2.0%	2.0%	2.0%
6	31,145	653	2.1%	0.5%	0.4%	1.6%	1.7%	1.5%	1.5%
7	30,492	622	2.0%	0.6%	0.5%	1.5%	1.6%	1.5%	1.5%
8	29,868	574	1.9%	0.6%	0.6%	1.3%	1.4%	1.5%	1.5%
9	29,294	552	1.9%	0.7%	0.6%	1.2%	1.3%	1.0%	2.0%
10	28,741	762	2.7%	0.7%	0.8%	1.9%	1.9%	1.0%	2.0%
11	27,961	828	3.0%	0.9%	0.9%	2.1%	2.1%	1.0%	2.0%
12	22,939	661	2.9%	1.0%	1.1%	1.9%	1.8%	1.0%	2.0%
13	18,577	469	2.5%	1.1%	1.2%	1.4%	1.3%	1.0%	2.0%
14	14,121	360	2.5%	1.3%	1.4%	1.3%	1.1%	1.0%	2.0%
15	9,387	269	2.9%	1.5%	1.7%	1.4%	1.2%	1.0%	2.0%
16	5,771	170	2.9%	1.6%	2.0%	1.3%	1.0%	1.0%	2.0%
17	3,950	134	3.4%	2.3%	2.1%	1.1%	1.3%	1.0%	2.0%
18	2,839	115	4.1%	2.4%	2.2%	1.7%	1.8%	1.0%	2.0%
19	2,174	49	2.3%	1.3%	2.3%	0.9%	-0.1%	1.0%	2.0%
20	1,780	50	2.8%	1.7%	2.6%	1.1%	0.2%	1.0%	2.0%
21	1,364	38	2.8%	2.4%	2.8%	0.4%	0.0%	1.0%	2.0%
22	967	39	4.0%	3.1%	3.1%	0.9%	1.0%	1.0%	2.0%
23	415	26	6.3%	5.8%	4.7%	0.5%	1.6%	1.0%	2.0%
24	201	19	9.5%	6.0%	6.1%	3.5%	3.4%	1.0%	2.0%
25	144	9	6.3%	4.2%	6.3%	2.1%	0.0%	1.0%	2.0%
26	95	9	9.5%	8.4%	6.7%	1.1%	2.8%	1.0%	2.0%
27	37	1	2.7%	2.7%	7.1%	0.0%	-4.4%	1.0%	2.0%
28	11	3	27.3%	27.3%	7.7%	0.0%	19.6%	1.0%	2.0%
Total	433,116	12,731	2.9%	0.6%	0.6%	2.3%	2.3%		
Weighted Average Lapse Rate Durations 6+ =>						1.6%	1.5%		
Weighted Average Lapse Rate Durations 8+ =>						1.6%	1.5%		
Weighted Average Lapse Rate Durations 10+ =>						1.7%	1.6%		

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3B - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Female

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
		Count	Rate	Actual	Expected	Actual	Implied		
1	22,097	1,460	6.6%	0.1%	0.1%	6.5%	6.5%	6.0%	6.0%
2	20,637	864	4.2%	0.2%	0.1%	4.0%	4.1%	4.0%	4.0%
3	19,773	604	3.1%	0.2%	0.1%	2.8%	2.9%	3.0%	3.0%
4	19,169	476	2.5%	0.2%	0.2%	2.3%	2.3%	2.0%	2.0%
5	18,693	409	2.2%	0.2%	0.2%	2.0%	2.0%	2.0%	2.0%
6	18,284	351	1.9%	0.4%	0.3%	1.6%	1.6%	1.5%	1.5%
7	17,933	352	2.0%	0.5%	0.4%	1.5%	1.6%	1.5%	1.5%
8	17,580	307	1.7%	0.4%	0.5%	1.3%	1.3%	1.5%	1.5%
9	17,273	287	1.7%	0.5%	0.5%	1.2%	1.2%	1.0%	2.0%
10	16,985	436	2.6%	0.6%	0.6%	2.0%	2.0%	1.0%	2.0%
11	16,537	468	2.8%	0.7%	0.7%	2.2%	2.1%	1.0%	2.0%
12	13,629	385	2.8%	0.8%	0.9%	2.0%	1.9%	1.0%	2.0%
13	11,050	260	2.4%	0.9%	1.0%	1.5%	1.4%	1.0%	2.0%
14	8,461	198	2.3%	1.1%	1.2%	1.3%	1.2%	1.0%	2.0%
15	5,692	151	2.7%	1.2%	1.4%	1.5%	1.2%	1.0%	2.0%
16	3,550	86	2.4%	1.2%	1.7%	1.2%	0.7%	1.0%	2.0%
17	2,462	76	3.1%	1.9%	1.9%	1.2%	1.2%	1.0%	2.0%
18	1,775	66	3.7%	2.0%	2.0%	1.7%	1.7%	1.0%	2.0%
19	1,349	29	2.1%	1.1%	2.1%	1.0%	0.1%	1.0%	2.0%
20	1,100	24	2.2%	1.2%	2.3%	1.0%	-0.1%	1.0%	2.0%
21	845	25	3.0%	2.5%	2.5%	0.5%	0.4%	1.0%	2.0%
22	596	18	3.0%	2.0%	2.8%	1.0%	0.2%	1.0%	2.0%
23	268	17	6.3%	6.0%	4.4%	0.4%	2.0%	1.0%	2.0%
24	138	12	8.7%	4.3%	5.8%	4.3%	2.9%	1.0%	2.0%
25	97	9	9.3%	6.2%	6.0%	3.1%	3.3%	1.0%	2.0%
26	62	5	8.1%	6.5%	6.1%	1.6%	2.0%	1.0%	2.0%
27	26	0	0.0%	0.0%	6.5%	0.0%	-6.5%	1.0%	2.0%
28	7	1	14.3%	14.3%	7.2%	0.0%	7.1%	1.0%	2.0%
Total	256,068	7,376	2.9%	0.5%	0.5%	2.4%	2.4%		
Weighted Average Lapse Rate Durations 6+ =>						1.6%	1.5%		
Weighted Average Lapse Rate Durations 8+ =>						1.6%	1.5%		
Weighted Average Lapse Rate Durations 10+ =>						1.7%	1.6%		

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3C - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Male

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
		Count	Rate	Actual	Expected	Actual	Implied		
1	15,367	877	5.7%	0.2%	0.1%	5.5%	5.6%	6.0%	6.0%
2	14,490	577	4.0%	0.4%	0.2%	3.6%	3.8%	4.0%	4.0%
3	13,913	379	2.7%	0.4%	0.2%	2.4%	2.5%	3.0%	3.0%
4	13,534	364	2.7%	0.4%	0.3%	2.3%	2.4%	2.0%	2.0%
5	13,170	309	2.3%	0.5%	0.4%	1.9%	2.0%	2.0%	2.0%
6	12,861	302	2.3%	0.7%	0.5%	1.7%	1.9%	1.5%	1.5%
7	12,559	270	2.1%	0.7%	0.6%	1.4%	1.6%	1.5%	1.5%
8	12,288	267	2.2%	0.8%	0.7%	1.3%	1.4%	1.5%	1.5%
9	12,021	265	2.2%	1.0%	0.8%	1.2%	1.4%	1.0%	2.0%
10	11,756	326	2.8%	0.9%	1.0%	1.9%	1.8%	1.0%	2.0%
11	11,424	360	3.2%	1.2%	1.2%	2.0%	2.0%	1.0%	2.0%
12	9,310	276	3.0%	1.2%	1.4%	1.7%	1.6%	1.0%	2.0%
13	7,527	209	2.8%	1.4%	1.5%	1.3%	1.3%	1.0%	2.0%
14	5,660	162	2.9%	1.6%	1.7%	1.3%	1.1%	1.0%	2.0%
15	3,695	118	3.2%	1.9%	2.0%	1.2%	1.2%	1.0%	2.0%
16	2,221	84	3.8%	2.3%	2.3%	1.4%	1.5%	1.0%	2.0%
17	1,488	58	3.9%	2.8%	2.5%	1.1%	1.4%	1.0%	2.0%
18	1,064	49	4.6%	3.0%	2.6%	1.6%	2.0%	1.0%	2.0%
19	825	20	2.4%	1.7%	2.7%	0.7%	-0.3%	1.0%	2.0%
20	680	26	3.8%	2.5%	3.0%	1.3%	0.8%	1.0%	2.0%
21	519	13	2.5%	2.3%	3.2%	0.2%	-0.6%	1.0%	2.0%
22	371	21	5.7%	4.9%	3.4%	0.8%	2.2%	1.0%	2.0%
23	147	9	6.1%	5.4%	5.3%	0.7%	0.9%	1.0%	2.0%
24	63	7	11.1%	9.5%	6.7%	1.6%	4.4%	1.0%	2.0%
25	47	0	0.0%	0.0%	7.0%	0.0%	-7.0%	1.0%	2.0%
26	33	4	12.1%	12.1%	7.7%	0.0%	4.4%	1.0%	2.0%
27	11	1	9.1%	9.1%	8.6%	0.0%	0.5%	1.0%	2.0%
28	4	2	50.0%	50.0%	8.6%	0.0%	41.4%	1.0%	2.0%
Total	177,048	5,355	3.0%	0.8%	0.8%	2.2%	2.3%		
Weighted Average Lapse Rate Durations 6+ =>						1.5%	1.6%		
Weighted Average Lapse Rate Durations 8+ =>						1.5%	1.5%		
Weighted Average Lapse Rate Durations 10+ =>						1.6%	1.5%		

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3D - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
1993 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	547	22	4.0%	0.5%	0.2%	3.5%	3.8%	6.0%
2	525	15	2.9%	0.4%	0.3%	2.5%	2.6%	4.0%
3	510	11	2.2%	1.0%	0.4%	1.2%	1.7%	3.0%
4	499	14	2.8%	2.0%	0.6%	0.8%	2.2%	2.0%
5	485	5	1.0%	0.4%	0.8%	0.6%	0.2%	2.0%
6	480	4	0.8%	0.8%	1.0%	0.0%	-0.2%	1.5%
7	476	11	2.3%	1.5%	1.3%	0.8%	1.0%	1.5%
8	465	4	0.9%	0.9%	1.6%	0.0%	-0.7%	1.5%
9	461	16	3.5%	2.6%	1.9%	0.9%	1.6%	1.0%
10	445	9	2.0%	1.3%	2.1%	0.7%	-0.1%	1.0%
11	436	16	3.7%	2.5%	2.3%	1.1%	1.4%	1.0%
12	420	13	3.1%	1.2%	2.5%	1.9%	0.6%	1.0%
13	407	17	4.2%	2.5%	2.7%	1.7%	1.5%	1.0%
14	390	13	3.3%	2.8%	2.9%	0.5%	0.4%	1.0%
15	377	18	4.8%	2.9%	3.2%	1.9%	1.6%	1.0%
16	359	11	3.1%	1.9%	3.5%	1.1%	-0.4%	1.0%
17	348	13	3.7%	2.9%	3.8%	0.9%	0.0%	1.0%
18	337	35	10.4%	6.8%	4.1%	3.6%	6.3%	1.0%
19	302	9	3.0%	1.7%	4.4%	1.3%	-1.4%	1.0%
20	293	18	6.1%	3.8%	4.7%	2.4%	1.4%	1.0%
21	275	14	5.1%	3.6%	5.1%	1.5%	0.0%	1.0%
22	261	23	8.8%	7.3%	5.5%	1.5%	3.4%	1.0%
23	236	23	9.7%	8.9%	5.8%	0.8%	3.9%	1.0%
24	196	19	9.7%	6.1%	6.1%	3.6%	3.6%	1.0%
25	144	9	6.3%	4.2%	6.3%	2.1%	0.0%	1.0%
26	95	9	9.5%	8.4%	6.7%	1.1%	2.8%	1.0%
27	37	1	2.7%	2.7%	7.1%	0.0%	-4.4%	1.0%
28	11	3	27.3%	27.3%	7.7%	0.0%	19.6%	1.0%
Total	9,817	375	3.8%	2.4%	2.5%	1.4%	1.4%	

Weighted Average Lapse Rate Durations 6+ =>	1.3%	1.1%
Weighted Average Lapse Rate Durations 8+ =>	1.4%	1.2%
Weighted Average Lapse Rate Durations 10+ =>	1.5%	1.3%

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3E - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
1997 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	3,333	135	4.1%	0.2%	0.1%	3.9%	4.0%	6.0%
2	3,198	98	3.1%	0.3%	0.1%	2.7%	2.9%	4.0%
3	3,100	80	2.6%	0.2%	0.2%	2.4%	2.4%	3.0%
4	3,020	68	2.3%	0.3%	0.3%	2.0%	2.0%	2.0%
5	2,952	63	2.1%	0.4%	0.4%	1.7%	1.8%	2.0%
6	2,889	55	1.9%	0.6%	0.5%	1.3%	1.4%	1.5%
7	2,834	69	2.4%	0.7%	0.6%	1.7%	1.8%	1.5%
8	2,763	62	2.2%	0.7%	0.7%	1.6%	1.5%	1.5%
9	2,701	60	2.2%	0.7%	0.9%	1.5%	1.3%	1.0%
10	2,640	60	2.3%	0.5%	1.0%	1.8%	1.3%	1.0%
11	2,580	57	2.2%	0.6%	1.1%	1.6%	1.1%	1.0%
12	2,523	72	2.9%	0.7%	1.2%	2.2%	1.7%	1.0%
13	2,451	74	3.0%	1.1%	1.3%	1.9%	1.7%	1.0%
14	2,377	69	2.9%	1.0%	1.4%	1.9%	1.5%	1.0%
15	2,308	64	2.8%	1.0%	1.5%	1.7%	1.3%	1.0%
16	2,244	60	2.7%	1.2%	1.6%	1.4%	1.1%	1.0%
17	2,184	58	2.7%	1.5%	1.7%	1.2%	0.9%	1.0%
18	2,113	69	3.3%	1.7%	1.8%	1.6%	1.4%	1.0%
19	1,872	40	2.1%	1.3%	2.0%	0.9%	0.1%	1.0%
20	1,487	32	2.2%	1.3%	2.2%	0.9%	0.0%	1.0%
21	1,089	24	2.2%	2.1%	2.2%	0.1%	0.0%	1.0%
22	706	16	2.3%	1.6%	2.2%	0.7%	0.1%	1.0%
23	179	3	1.7%	1.7%	3.2%	0.0%	-1.5%	1.0%
24	5	0	0.0%	0.0%	5.3%	0.0%	-5.3%	1.0%
Total	53,548	1,388	2.6%	0.8%	1.0%	1.8%	1.6%	

Weighted Average Lapse Rate Durations 6+ =>	1.5%	1.2%
Weighted Average Lapse Rate Durations 8+ =>	1.5%	1.1%
Weighted Average Lapse Rate Durations 10+ =>	1.5%	1.1%

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3F - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
2002 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	16,663	1,136	6.8%	0.1%	0.1%	6.7%	6.7%	6.0%
2	15,527	682	4.4%	0.2%	0.1%	4.2%	4.3%	4.0%
3	14,845	479	3.2%	0.3%	0.2%	2.9%	3.0%	3.0%
4	14,366	400	2.8%	0.3%	0.2%	2.5%	2.5%	2.0%
5	13,966	325	2.3%	0.3%	0.3%	2.0%	2.1%	2.0%
6	13,641	293	2.1%	0.5%	0.3%	1.6%	1.8%	1.5%
7	13,348	284	2.1%	0.7%	0.4%	1.4%	1.7%	1.5%
8	13,064	233	1.8%	0.5%	0.5%	1.3%	1.2%	1.5%
9	12,831	212	1.7%	0.5%	0.6%	1.1%	1.1%	2.0%
10	12,619	334	2.6%	0.7%	0.7%	2.0%	1.9%	2.0%
11	12,285	410	3.3%	0.7%	0.9%	2.6%	2.5%	2.0%
12	11,875	367	3.1%	1.1%	1.0%	2.0%	2.1%	2.0%
13	11,330	294	2.6%	1.0%	1.1%	1.6%	1.5%	2.0%
14	10,007	257	2.6%	1.3%	1.4%	1.2%	1.2%	2.0%
15	6,702	187	2.8%	1.6%	1.7%	1.2%	1.1%	2.0%
16	3,168	99	3.1%	1.9%	2.0%	1.3%	1.1%	2.0%
17	1,418	63	4.4%	3.3%	2.3%	1.1%	2.1%	2.0%
18	389	11	2.8%	2.1%	2.7%	0.8%	0.2%	2.0%
Total	198,044	6,066	3.1%	0.6%	0.6%	2.4%	2.5%	

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3G - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
2006 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	16,921	1,044	6.2%	0.1%	0.1%	6.1%	6.1%	6.0%
2	15,877	646	4.1%	0.2%	0.1%	3.8%	3.9%	4.0%
3	15,231	413	2.7%	0.2%	0.2%	2.5%	2.5%	3.0%
4	14,818	358	2.4%	0.2%	0.2%	2.2%	2.2%	2.0%
5	14,460	325	2.2%	0.3%	0.3%	1.9%	2.0%	2.0%
6	14,135	301	2.1%	0.4%	0.3%	1.7%	1.8%	1.5%
7	13,834	258	1.9%	0.4%	0.4%	1.5%	1.4%	1.5%
8	13,576	275	2.0%	0.6%	0.5%	1.4%	1.5%	1.5%
9	13,301	264	2.0%	0.7%	0.6%	1.3%	1.4%	2.0%
10	13,037	359	2.8%	0.8%	0.7%	2.0%	2.0%	2.0%
11	12,660	345	2.7%	1.0%	0.9%	1.7%	1.9%	2.0%
12	8,121	209	2.6%	0.9%	1.0%	1.7%	1.6%	2.0%
13	4,389	84	1.9%	1.2%	1.2%	0.7%	0.8%	2.0%
14	1,347	21	1.6%	0.8%	1.4%	0.7%	0.2%	2.0%
Total	171,707	4,902	2.9%	0.5%	0.4%	2.4%	2.4%	

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3H - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Single

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
		Count	Rate	Actual	Expected	Actual	Implied		
1	8,282	694	8.4%	0.2%	0.1%	8.2%	8.3%	6.0%	6.0%
2	7,588	443	5.8%	0.2%	0.1%	5.6%	5.7%	4.0%	4.0%
3	7,145	283	4.0%	0.3%	0.2%	3.7%	3.8%	3.0%	3.0%
4	6,862	234	3.4%	0.3%	0.3%	3.1%	3.1%	2.0%	2.0%
5	6,628	208	3.1%	0.4%	0.3%	2.7%	2.8%	2.0%	2.0%
6	6,420	161	2.5%	0.6%	0.4%	1.9%	2.1%	1.5%	1.5%
7	6,259	185	3.0%	0.9%	0.5%	2.1%	2.4%	1.5%	1.5%
8	6,074	166	2.7%	0.7%	0.7%	2.1%	2.1%	1.5%	1.5%
9	5,908	158	2.7%	0.9%	0.8%	1.8%	1.9%	1.0%	2.0%
10	5,750	191	3.3%	0.7%	0.9%	2.7%	2.4%	1.0%	2.0%
11	5,556	196	3.5%	1.0%	1.1%	2.5%	2.5%	1.0%	2.0%
12	4,687	176	3.8%	1.0%	1.2%	2.8%	2.5%	1.0%	2.0%
13	3,976	134	3.4%	1.5%	1.4%	1.8%	2.0%	1.0%	2.0%
14	3,250	100	3.1%	1.2%	1.7%	1.8%	1.4%	1.0%	2.0%
15	2,492	94	3.8%	2.0%	2.0%	1.8%	1.8%	1.0%	2.0%
16	1,824	63	3.5%	1.9%	2.3%	1.5%	1.2%	1.0%	2.0%
17	1,489	61	4.1%	2.6%	2.5%	1.5%	1.6%	1.0%	2.0%
18	1,246	72	5.8%	3.5%	2.7%	2.2%	3.1%	1.0%	2.0%
19	1,005	30	3.0%	1.6%	2.9%	1.4%	0.1%	1.0%	2.0%
20	834	35	4.2%	2.2%	3.2%	2.0%	1.0%	1.0%	2.0%
21	653	25	3.8%	3.1%	3.6%	0.8%	0.3%	1.0%	2.0%
22	497	33	6.6%	4.8%	4.1%	1.8%	2.5%	1.0%	2.0%
23	294	23	7.8%	7.1%	5.5%	0.7%	2.3%	1.0%	2.0%
24	196	19	9.7%	6.1%	6.1%	3.6%	3.6%	1.0%	2.0%
25	144	9	6.3%	4.2%	6.3%	2.1%	0.0%	1.0%	2.0%
26	95	9	9.5%	8.4%	6.7%	1.1%	2.8%	1.0%	2.0%
27	37	1	2.7%	2.7%	7.1%	0.0%	-4.4%	1.0%	2.0%
28	11	3	27.3%	27.3%	7.7%	0.0%	19.6%	1.0%	2.0%
Total	95,202	3,806	4.0%	0.9%	0.9%	3.1%	3.1%		
Weighted Average Lapse Rate Durations 6+ =>						2.1%	2.1%		
Weighted Average Lapse Rate Durations 8+ =>						2.1%	2.0%		
Weighted Average Lapse Rate Durations 10+ =>						2.2%	2.0%		

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3I - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Married

Policy Duration	Total	Total Terminations		Mortality Rate		Voluntary Lapse Rate		Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
	Lives	Count	Rate	Actual	Expected	Actual	Implied		
1	29,182	1,643	5.6%	0.1%	0.1%	5.5%	5.5%	6.0%	6.0%
2	27,539	998	3.6%	0.3%	0.1%	3.4%	3.5%	4.0%	4.0%
3	26,541	700	2.6%	0.3%	0.2%	2.4%	2.5%	3.0%	3.0%
4	25,841	606	2.3%	0.3%	0.2%	2.1%	2.1%	2.0%	2.0%
5	25,235	510	2.0%	0.3%	0.3%	1.7%	1.8%	2.0%	2.0%
6	24,725	492	2.0%	0.5%	0.3%	1.5%	1.6%	1.5%	1.5%
7	24,233	437	1.8%	0.5%	0.4%	1.3%	1.4%	1.5%	1.5%
8	23,794	408	1.7%	0.6%	0.5%	1.1%	1.2%	1.5%	1.5%
9	23,386	394	1.7%	0.6%	0.6%	1.1%	1.1%	1.0%	2.0%
10	22,991	571	2.5%	0.7%	0.7%	1.8%	1.8%	1.0%	2.0%
11	22,405	632	2.8%	0.8%	0.9%	2.0%	2.0%	1.0%	2.0%
12	18,252	485	2.7%	1.0%	1.0%	1.7%	1.6%	1.0%	2.0%
13	14,601	335	2.3%	1.0%	1.1%	1.3%	1.2%	1.0%	2.0%
14	10,871	260	2.4%	1.3%	1.3%	1.1%	1.1%	1.0%	2.0%
15	6,895	175	2.5%	1.3%	1.6%	1.2%	1.0%	1.0%	2.0%
16	3,947	107	2.7%	1.5%	1.8%	1.2%	0.9%	1.0%	2.0%
17	2,461	73	3.0%	2.1%	1.9%	0.9%	1.1%	1.0%	2.0%
18	1,593	43	2.7%	1.4%	1.8%	1.3%	0.9%	1.0%	2.0%
19	1,169	19	1.6%	1.1%	1.8%	0.5%	-0.2%	1.0%	2.0%
20	946	15	1.6%	1.3%	2.0%	0.3%	-0.4%	1.0%	2.0%
21	711	13	1.8%	1.8%	2.0%	0.0%	-0.2%	1.0%	2.0%
22	470	6	1.3%	1.3%	2.0%	0.0%	-0.7%	1.0%	2.0%
23	121	3	2.5%	2.5%	2.7%	0.0%	-0.2%	1.0%	2.0%
24	5	0	0.0%	0.0%	5.3%	0.0%	-5.3%	1.0%	2.0%
Total	337,914	8,925	2.6%	0.6%	0.6%	2.1%	2.1%		

Weighted Average Lapse Rate Durations 6+ =>	1.4%	1.4%
Weighted Average Lapse Rate Durations 8+ =>	1.4%	1.4%
Weighted Average Lapse Rate Durations 10+ =>	1.5%	1.4%

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3J - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Policies with Inflation Protection

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
		Count	Rate	Actual	Expected	Actual	Implied		
1	28,950	1,866	6.4%	0.1%	0.1%	6.3%	6.4%	6.0%	6.0%
2	27,084	1,161	4.3%	0.2%	0.1%	4.1%	4.2%	4.0%	4.0%
3	25,923	802	3.1%	0.2%	0.2%	2.9%	2.9%	3.0%	3.0%
4	25,121	683	2.7%	0.2%	0.2%	2.5%	2.5%	2.0%	2.0%
5	24,438	560	2.3%	0.3%	0.2%	2.0%	2.1%	2.0%	2.0%
6	23,878	516	2.2%	0.5%	0.3%	1.7%	1.9%	1.5%	1.5%
7	23,362	472	2.0%	0.5%	0.4%	1.5%	1.6%	1.5%	1.5%
8	22,888	439	1.9%	0.5%	0.5%	1.4%	1.4%	1.5%	1.5%
9	22,449	412	1.8%	0.6%	0.5%	1.2%	1.3%	1.0%	2.0%
10	22,037	594	2.7%	0.7%	0.7%	2.0%	2.0%	1.0%	2.0%
11	21,426	638	3.0%	0.8%	0.8%	2.2%	2.2%	1.0%	2.0%
12	17,218	488	2.8%	0.9%	0.9%	1.9%	1.9%	1.0%	2.0%
13	13,569	334	2.5%	0.9%	1.0%	1.5%	1.4%	1.0%	2.0%
14	9,857	231	2.3%	1.2%	1.2%	1.2%	1.1%	1.0%	2.0%
15	5,836	169	2.9%	1.4%	1.5%	1.5%	1.4%	1.0%	2.0%
16	2,825	108	3.8%	2.0%	1.9%	1.8%	2.0%	1.0%	2.0%
17	1,366	70	5.1%	3.4%	2.2%	1.8%	3.0%	1.0%	2.0%
18	566	51	9.0%	5.1%	2.8%	3.9%	6.2%	1.0%	2.0%
19	225	23	10.2%	5.3%	3.7%	4.9%	6.5%	1.0%	2.0%
20	186	18	9.7%	5.4%	4.1%	4.3%	5.6%	1.0%	2.0%
21	153	18	11.8%	9.8%	4.5%	2.0%	7.2%	1.0%	2.0%
22	109	15	13.8%	9.2%	5.1%	4.6%	8.7%	1.0%	2.0%
23	76	15	19.7%	18.4%	5.9%	1.3%	13.8%	1.0%	2.0%
24	47	5	10.6%	6.4%	6.1%	4.3%	4.5%	1.0%	2.0%
25	34	5	14.7%	14.7%	7.1%	0.0%	7.6%	1.0%	2.0%
26	23	6	26.1%	21.7%	7.8%	4.3%	18.3%	1.0%	2.0%
27	9	0	0.0%	0.0%	9.5%	0.0%	-9.5%	1.0%	2.0%
28	5	2	40.0%	40.0%	7.4%	0.0%	32.6%	1.0%	2.0%
Total	319,660	9,701	3.0%	0.6%	0.5%	2.5%	2.5%		
Weighted Average Lapse Rate Durations 6+ =>						1.7%	1.7%		
Weighted Average Lapse Rate Durations 8+ =>						1.7%	1.7%		
Weighted Average Lapse Rate Durations 10+ =>						1.9%	1.9%		

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3K - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Policies without Inflation Protection

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate			
		Count	Rate	Actual	Expected	Actual	Implied	Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
1	8,514	471	5.5%	0.2%	0.1%	5.4%	5.4%	6.0%	6.0%
2	8,043	280	3.5%	0.3%	0.2%	3.2%	3.3%	4.0%	4.0%
3	7,763	181	2.3%	0.5%	0.3%	1.9%	2.1%	3.0%	3.0%
4	7,582	157	2.1%	0.4%	0.4%	1.7%	1.7%	2.0%	2.0%
5	7,425	158	2.1%	0.4%	0.4%	1.7%	1.7%	2.0%	2.0%
6	7,267	137	1.9%	0.6%	0.5%	1.3%	1.3%	1.5%	1.5%
7	7,130	150	2.1%	0.7%	0.7%	1.4%	1.4%	1.5%	1.5%
8	6,980	135	1.9%	0.9%	0.8%	1.0%	1.1%	1.5%	1.5%
9	6,845	140	2.0%	0.9%	0.9%	1.1%	1.1%	1.0%	2.0%
10	6,704	168	2.5%	0.7%	1.1%	1.8%	1.4%	1.0%	2.0%
11	6,535	190	2.9%	1.2%	1.3%	1.7%	1.6%	1.0%	2.0%
12	5,721	173	3.0%	1.3%	1.5%	1.8%	1.5%	1.0%	2.0%
13	5,008	135	2.7%	1.6%	1.6%	1.1%	1.1%	1.0%	2.0%
14	4,264	129	3.0%	1.5%	1.8%	1.5%	1.2%	1.0%	2.0%
15	3,551	100	2.8%	1.6%	1.9%	1.2%	0.9%	1.0%	2.0%
16	2,946	62	2.1%	1.3%	2.0%	0.8%	0.1%	1.0%	2.0%
17	2,584	64	2.5%	1.7%	2.1%	0.8%	0.4%	1.0%	2.0%
18	2,273	64	2.8%	1.7%	2.1%	1.1%	0.7%	1.0%	2.0%
19	1,949	26	1.3%	0.9%	2.2%	0.5%	-0.8%	1.0%	2.0%
20	1,594	32	2.0%	1.3%	2.4%	0.8%	-0.4%	1.0%	2.0%
21	1,211	20	1.7%	1.5%	2.5%	0.2%	-0.9%	1.0%	2.0%
22	858	24	2.8%	2.3%	2.8%	0.5%	0.0%	1.0%	2.0%
23	339	11	3.2%	2.9%	4.4%	0.3%	-1.2%	1.0%	2.0%
24	154	14	9.1%	5.8%	6.1%	3.2%	3.0%	1.0%	2.0%
25	110	4	3.6%	0.9%	6.0%	2.7%	-2.4%	1.0%	2.0%
26	72	3	4.2%	4.2%	6.3%	0.0%	-2.1%	1.0%	2.0%
27	28	1	3.6%	3.6%	6.4%	0.0%	-2.8%	1.0%	2.0%
28	6	1	16.7%	16.7%	8.0%	0.0%	8.7%	1.0%	2.0%
Total	113,456	3,030	2.7%	0.9%	1.0%	1.8%	1.7%		
Weighted Average Lapse Rate Durations 6+ =>						1.3%	1.0%		
Weighted Average Lapse Rate Durations 8+ =>						1.3%	1.0%		
Weighted Average Lapse Rate Durations 10+ =>						1.3%	0.9%		

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

General Model Framework

The formulas listed below describe the calculations used in the model to determine the lifetime loss ratio. The model makes further, more complex calculations in order to consider the timing related to different modal options. The assumptions and other methodologies are further described in the Actuarial Memorandum filed with the state.

Lives Calculations

$$lx(t) = lx(t-1) * (1-qxd(t)) * (1-qxw(t)),$$

where,

$lx(t)$ is the number of lives at time t

x is the issue age of the policy

$qxd(t)$ is the mortality rate for time t

$qxw(t)$ is the voluntary lapse rate for time t

Note: Policies that exhaust benefits are also decremented from the population.

Premium Calculation

$$PP(t) = lx(t-1) * \text{modal_premium} * \text{modal_indicator}$$

$$EP(t) = PP(t) + [UePR(t) - UePR(t-1)]$$

where,

$PP(t)$ is the paid premium in month t .

modal_indicator is the a flag used to indicate if a premium is paid during the month, based on the bill mode of the policy.

$EP(t)$ is the earned premium in month t .

$UePR(t)$ is the unearned premium reserve at time t .

Note: Waived premium is included in the premium calculation

Incurred Claim Calculation

$$IC(t) = lx(t-1) * CC(t) * SF(t) * \text{salvage}(t) * \text{clm_mgt} * \text{composite_area} * \text{risk_class} * j_prime(t) * DB(t) * WOP_load * \text{product_factor}$$

where,

$IC(t)$ is the incurred claims in month t

$CC(t)$ is the claim cost per \$1 daily benefit at time t (based on the policy benefits and demographics such as product, benefit period, elimination period, type of coverage and various riders).

$SF(t)$ is the selection factor for month t .

$\text{salvage}(t)$ is the salvage factor for month t (reflects that the full daily benefits are not paid out).

clm_mgt is the claim management factor to reflect the level of claim management CMFG Life conducts.

composite_area is the composite area factor for a product to reflect the utilization differences by state (one composite factor is used for each product based on the distribution by state).

General Model Framework

Risk_class is the risk class factor which reflects the different morbidity levels for each risk class.

j-prime(t) is the factor to convert all lives ($l_x(t-1)$) to active, healthy lives. The claim cost assumptions should only be applied to those people not already on claim.

DB(t) is the current daily benefit at time t (i.e. daily benefit increased for any inflation benefit option).

WOP_Load is the load to include waiver of premium costs in incurred claims.

product_factor is an experience adjustment factor that varies by product.

Lifetime Loss Ratio

$$LR = (\text{Accum_IC} + \text{PV_IC}) / (\text{Accum_EP} + \text{PV_EP}),$$

where,

LR is the lifetime loss ratio as of 12/31/2021.

Accum_IC is the historical incurred claims accumulated with interest to 12/31/2021.

PV_IC is the future incurred claims discounted with interest to 12/31/2021.

Accum_EP is the historical earned premium accumulated with interest to 12/31/2021.

PV_EP is the future earned premium discounted with interest to 12/31/2021.

For the purposes of accumulating and discounting, a middle of the year timing is assumed.

Exhibit 1A - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
All Business

2020 Long Term Care Guidelines													
Calendar Year	Total Lives	Count	Paid	Actual Claims Reserve	Severity	Incurred	Count	Severity	Incurred	Credibility Measure	Incidence	Severity	Actual to Expected Incurred
2002	3,142	8	1,045,693	-	130,712	1,045,693	7	58,686	413,176	13%	114%	223%	253%
2003	3,930	16	527,034	-	32,940	527,034	9	60,941	549,535	14%	177%	54%	96%
2004	6,192	2	123,092	-	61,546	123,092	12	63,534	783,122	18%	16%	97%	16%
2005	9,240	15	1,616,597	-	107,773	1,616,597	17	66,243	1,105,116	21%	90%	163%	146%
2006	13,577	18	1,360,610	-	75,589	1,360,610	22	68,770	1,518,806	26%	82%	110%	90%
2007	19,106	28	1,507,949	78,808	56,670	1,586,758	29	70,903	2,068,899	31%	96%	80%	77%
2008	24,300	34	2,508,905	-	73,791	2,508,905	37	73,193	2,736,924	35%	91%	101%	92%
2009	28,667	46	3,574,640	236,056	82,841	3,810,696	47	75,645	3,536,775	38%	98%	110%	108%
2010	32,948	54	3,525,093	-	65,280	3,525,093	57	78,469	4,491,628	41%	94%	83%	78%
2011	33,606	82	5,410,872	15,649	66,177	5,426,520	69	81,715	5,597,707	41%	120%	81%	97%
2012	32,695	88	6,451,806	615,522	80,311	7,067,328	80	85,352	6,819,927	40%	110%	94%	104%
2013	32,012	91	7,453,807	414,222	86,462	7,868,029	93	89,337	8,308,943	40%	98%	97%	95%
2014	31,166	107	7,536,364	1,442,260	83,912	8,978,624	106	93,008	9,876,480	39%	101%	90%	91%
2015	30,574	118	9,940,789	729,094	90,423	10,669,883	123	96,699	11,854,168	39%	96%	94%	90%
2016	29,849	140	11,038,983	855,206	84,958	11,894,189	139	100,799	14,030,137	39%	101%	84%	85%
2017	29,132	183	11,383,106	2,632,215	76,586	14,015,321	158	105,373	16,618,201	38%	116%	73%	84%
2018	28,255	205	12,952,570	5,151,617	88,313	18,104,187	175	110,354	19,345,977	38%	117%	80%	94%
2019	27,436	226	11,730,120	11,029,883	100,708	22,760,002	194	114,114	22,133,840	37%	117%	88%	103%
2020	26,766	284	8,406,750	29,437,981	133,143	37,844,731	217	119,065	25,865,941	37%	131%	112%	146%
2021	26,219	250	2,099,694	34,519,361	146,640	36,619,055	243	117,518	28,552,039	36%	103%	125%	128%
Total	468,811	1,995	110,194,472	87,157,874	98,925.41	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1B - Claim Study
CMFG Life Insurance Company
Experience by Product Series
All Business

2020 Long Term Care Guidelines													
Product Series	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1993	6,372	121	8,634,536	1,867,615	86,813	10,502,151	150	79,824	11,981,475	18%	81%	109%	88%
1997	48,871	291	20,316,168	12,225,285	111,699	32,541,453	308	84,551	26,047,272	49%	95%	132%	125%
2002	234,888	1,012	58,170,407	46,426,822	103,312	104,597,229	937	111,454	104,416,180	100%	108%	93%	100%
2006	178,680	570	23,073,361	26,638,152	87,180	49,711,513	439	99,628	43,762,414	95%	130%	88%	114%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1C - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 1993

2020 Long Term Care Guidelines													
Calendar Year	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2002	462	6	581,029	-	96,838	581,029	4	60,046	213,453	5%	169%	161%	272%
2003	450	5	112,377	-	22,475	112,377	4	61,658	253,855	5%	121%	36%	44%
2004	443	0	-	-	-	-	5	63,565	311,246	5%	0%	0%	0%
2005	433	4	247,713	-	61,928	247,713	6	65,324	374,683	5%	70%	95%	66%
2006	415	2	137,255	-	68,627	137,255	6	67,112	423,599	5%	32%	102%	32%
2007	398	2	156,622	-	78,311	156,622	7	69,150	474,640	4%	29%	113%	33%
2008	388	2	16,609	-	8,304	16,609	7	70,528	514,320	4%	27%	12%	3%
2009	376	11	1,038,077	-	94,371	1,038,077	8	71,951	561,002	4%	141%	131%	185%
2010	356	2	225,132	-	112,566	225,132	8	74,836	603,911	4%	25%	150%	37%
2011	337	8	392,372	-	49,046	392,372	8	77,941	646,075	4%	97%	63%	61%
2012	315	11	943,542	-	85,777	943,542	9	79,715	684,278	4%	128%	108%	138%
2013	291	8	881,094	-	110,137	881,094	9	83,954	725,510	4%	93%	131%	121%
2014	274	3	515,189	41,841	185,677	557,030	9	85,901	753,156	4%	34%	216%	74%
2015	260	12	1,343,796	58,964	116,897	1,402,760	9	86,695	803,299	4%	130%	135%	175%
2016	242	7	379,302	-	54,186	379,302	9	87,722	818,646	3%	75%	62%	46%
2017	224	13	592,657	238,590	63,942	831,247	9	91,220	831,497	3%	143%	70%	100%
2018	202	8	450,563	96,684	68,406	547,247	9	95,135	817,913	3%	93%	72%	67%
2019	184	5	449,895	518,073	193,593	967,967	9	96,642	826,365	3%	58%	200%	117%
2020	166	8	141,492	545,340	86,136	686,831	8	100,651	806,633	3%	99%	86%	85%
2021	156	4	29,820	368,124	99,486	397,944	8	64,743	537,392	3%	48%	154%	74%
Total	6,372	121	8,634,536	1,867,615	86,813.44	10,502,151	150	79,824	11,981,475	18%	81%	109%	88%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1D - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 1997

2020 Long Term Care Guidelines													
Calendar Year	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2002	2,680	2	464,663	-	232,332	464,663	3	57,298	199,683	12%	57%	405%	233%
2003	2,999	9	410,840	-	45,649	410,840	5	60,047	277,351	12%	195%	76%	148%
2004	2,989	1	20,568	-	20,568	20,568	6	62,305	360,199	12%	17%	33%	6%
2005	2,916	5	1,076,771	-	215,354	1,076,771	7	64,372	443,841	12%	73%	335%	243%
2006	2,827	9	706,872	-	78,541	706,872	8	66,094	533,792	12%	111%	119%	132%
2007	2,757	11	497,863	-	45,260	497,863	9	67,310	634,203	12%	117%	67%	79%
2008	2,691	10	1,143,648	-	114,365	1,143,648	11	69,204	746,513	12%	93%	165%	153%
2009	2,633	12	1,052,831	236,056	107,407	1,288,887	12	71,223	870,325	11%	98%	151%	148%
2010	2,581	16	905,110	-	56,569	905,110	14	73,553	1,004,611	11%	117%	77%	90%
2011	2,526	13	1,029,275	-	79,175	1,029,275	15	75,984	1,158,474	11%	85%	104%	89%
2012	2,414	12	1,281,571	53,445	111,251	1,335,016	16	79,401	1,281,899	11%	74%	140%	104%
2013	2,338	15	1,897,319	80,508	131,855	1,977,827	17	82,781	1,440,319	11%	86%	159%	137%
2014	2,271	20	1,345,688	404,543	87,512	1,750,231	18	84,683	1,540,200	11%	110%	103%	114%
2015	2,217	15	1,642,747	282,813	128,371	1,925,560	19	87,934	1,707,733	11%	77%	146%	113%
2016	2,147	17	789,330	18,300	47,508	807,630	20	91,755	1,880,042	10%	83%	52%	43%
2017	2,085	21	1,239,594	294,297	73,042	1,533,891	22	96,236	2,104,878	10%	96%	76%	73%
2018	2,032	19	1,789,050	911,432	142,131	2,700,481	23	100,755	2,340,960	10%	0.81776	141%	115%
2019	1,970	24	1,650,707	1,881,695	147,183	3,532,402	25	104,444	2,603,924	10%	0.96265	141%	136%
2020	1,916	39	1,262,805	5,109,632	162,696	6,372,437	27	108,707	2,902,724	10%	1.46684	150%	220%
2021	1,881	21	108,917	2,952,564	144,651	3,061,481	29	68,336	2,015,601	10%	0.71755	212%	152%
Total	48,871	291	20,316,168	12,225,285	111,698.75	32,541,453	308	84,551	26,047,272	49%	95%	132%	125%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1E - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 2002

2020 Long Term Care Guidelines													
Calendar Year	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2002	0	0	-	-	-	-	0	57,144	40	0%	0%	0%	0%
2003	480	2	3,816	-	1,908	3,816	0	65,132	18,329	5%	711%	3%	21%
2004	2,760	1	102,525	-	102,525	102,525	2	67,757	111,677	12%	61%	151%	92%
2005	5,891	6	292,112	-	48,685	292,112	4	70,727	286,592	17%	148%	69%	102%
2006	10,335	7	516,484	-	73,783	516,484	8	72,938	561,398	23%	91%	101%	92%
2007	14,771	15	853,465	78,808	62,152	932,273	12	75,067	937,351	27%	120%	83%	99%
2008	16,286	18	1,175,846	-	65,325	1,175,846	17	77,934	1,358,918	29%	103%	84%	87%
2009	16,325	18	1,412,544	-	78,475	1,412,544	22	81,056	1,815,621	29%	80%	97%	78%
2010	15,831	26	1,882,623	-	72,409	1,882,623	28	84,374	2,325,151	28%	94%	86%	81%
2011	15,452	44	2,702,236	-	61,414	2,702,236	33	88,166	2,939,678	28%	132%	70%	92%
2012	15,124	38	2,818,152	413,296	85,038	3,231,448	40	92,144	3,691,058	27%	95%	92%	88%
2013	14,881	40	3,173,800	333,714	87,688	3,507,515	48	96,208	4,615,036	27%	83%	91%	76%
2014	14,530	57	3,639,325	593,664	74,263	4,232,990	56	100,164	5,605,524	27%	102%	74%	76%
2015	14,268	58	5,037,638	327,344	92,500	5,364,982	65	104,258	6,792,125	27%	89%	89%	79%
2016	13,928	82	8,299,313	836,906	111,417	9,136,219	74	108,721	8,081,858	26%	110%	102%	113%
2017	13,566	95	7,147,333	1,500,453	91,029	8,647,786	85	113,382	9,594,680	26%	112%	80%	90%
2018	13,122	107	6,753,709	2,452,403	86,038	9,206,112	94	118,618	11,177,040	26%	114%	73%	82%
2019	12,728	131	6,808,083	6,286,000	99,955	13,094,084	103	121,937	12,603,250	25%	127%	82%	104%
2020	12,437	142	4,267,640	14,589,443	132,709	18,857,083	116	127,546	14,755,384	25%	123%	104%	128%
2021	12,175	125	1,283,761	19,014,790	161,939	20,298,552	129	133,337	17,145,468	25%	97%	121%	118%
Total	234,888	1,012	58,170,407	46,426,822	103,311.97	104,597,229	937	111,454	104,416,180	100%	108%	93%	100%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1F - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 2006

2020 Long Term Care Guidelines													
Calendar Year	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2006	0	0	-	-	-	-	0	57,534	17	0%	0%	0%	0%
2007	1,180	0	-	-	-	-	0	55,888	22,706	8%	0%	0%	0%
2008	4,935	4	172,802	-	43,200	172,802	2	62,424	117,172	16%	213%	69%	147%
2009	9,333	5	71,188	-	14,238	71,188	4	66,800	289,827	22%	115%	21%	25%
2010	14,180	10	512,227	-	51,223	512,227	8	70,142	557,955	27%	126%	73%	92%
2011	15,291	17	1,286,989	15,649	76,626	1,302,638	12	73,423	853,480	28%	146%	104%	153%
2012	14,842	27	1,408,541	148,782	57,679	1,557,322	15	76,913	1,162,692	27%	179%	75%	134%
2013	14,502	28	1,501,594	-	53,628	1,501,594	19	80,443	1,528,078	27%	147%	67%	98%
2014	14,091	27	2,036,162	402,212	90,310	2,438,374	23	84,983	1,977,599	27%	116%	106%	123%
2015	13,830	33	1,916,607	59,974	59,896	1,976,581	29	88,715	2,551,011	26%	115%	68%	77%
2016	13,532	34	1,571,037	-	46,207	1,571,037	35	92,762	3,249,590	26%	97%	50%	48%
2017	13,257	54	2,403,521	598,875	55,600	3,002,396	42	97,087	4,087,146	26%	128%	57%	73%
2018	12,900	71	3,959,248	1,691,099	79,582	5,650,347	49	101,727	5,010,063	25%	144%	78%	113%
2019	12,554	66	2,821,435	2,344,114	78,266	5,165,550	57	106,794	6,100,300	25%	116%	73%	85%
2020	12,247	95	2,734,813	9,193,567	125,554	11,928,380	67	110,730	7,401,199	25%	142%	113%	161%
2021	12,006	99	677,196	12,183,882	129,637	12,861,077	77	115,618	8,853,578	25%	130%	112%	145%
Total	178,680	570	23,073,361	26,638,152	87,180.39	49,711,513	439	99,628	43,762,414	95%	130%	88%	114%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1G - Claim Study
CMFG Life Insurance Company
Experience by Attained Age
All Business

2020 Long Term Care Guidelines													
Attained Age	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
<60	115,066	51	4,508,639	943,110	106,473	5,451,750	40	101,638	4,016,850	76%	130%	105%	136%
60 - 69	210,280	304	18,835,591	12,205,386	101,963	31,040,977	247	114,895	28,408,073	100%	123%	89%	109%
70 - 79	122,786	837	44,371,541	38,278,800	98,801	82,650,341	772	111,560	86,123,404	78%	108%	89%	96%
80 - 89	19,995	734	39,494,822	33,508,855	99,496	73,003,676	692	89,882	62,221,227	32%	106%	111%	117%
90 +	685	69	2,983,879	2,221,723	75,379	5,205,602	83	65,307	5,437,787	6%	83%	115%	96%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1H - Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
All Business

2020 Long Term Care Guidelines													
Policy Duration	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	104,552	90	5,542,750	227,590	64,115	5,770,340	68	72,539	4,918,661	72%	133%	88%	117%
4 - 6	99,528	195	11,678,505	15,649	59,970	11,694,153	158	81,225	12,805,406	71%	124%	74%	91%
7 - 9	94,362	298	21,449,406	3,377,979	83,313	24,827,386	289	91,497	26,469,581	69%	103%	91%	94%
10 - 12	86,883	477	28,431,674	15,608,355	92,273	44,040,029	458	103,627	47,434,321	66%	104%	89%	93%
13 +	83,485	935	43,092,137	67,928,301	118,779	111,020,438	862	109,748	94,579,372	65%	108%	108%	117%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1I - Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
Single Insureds

2020 Long Term Care Guidelines													
Policy Duration	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	20,296	28	3,122,046	148,782	116,815	3,270,828	27	69,122	1,833,230	32%	106%	169%	178%
4 - 6	19,579	73	4,777,491	-	65,445	4,777,491	58	76,374	4,443,438	31%	125%	86%	108%
7 - 9	18,807	92	7,135,688	1,387,886	92,648	8,523,573	102	83,849	8,528,633	31%	90%	110%	100%
10 - 12	17,133	154	11,107,096	3,582,904	95,539	14,690,000	150	92,990	13,936,039	29%	103%	103%	105%
13 +	21,467	366	21,830,833	21,290,013	117,841	43,120,846	376	97,407	36,626,760	33%	97%	121%	118%
Total	97,281	713	47,973,153	26,409,584	104,370	74,382,737	712	91,770	65,368,099	70%	100%	114%	114%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1J - Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
Married Insureds

2020 Long Term Care Guidelines													
Policy Duration	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	84,256	62	2,420,704	78,808	40,315	2,499,512	41	74,735	3,085,432	65%	150%	54%	81%
4 - 6	79,949	122	6,901,014	15,649	56,694	6,916,663	99	84,062	8,361,968	63%	123%	67%	83%
7 - 9	75,556	206	14,313,719	1,990,094	79,144	16,303,813	188	95,644	17,940,948	61%	110%	83%	91%
10 - 12	69,750	324	17,324,578	12,025,451	90,721	29,350,029	308	108,805	33,498,282	59%	105%	83%	88%
13 +	62,019	569	21,261,305	46,638,288	119,382	67,899,592	486	119,301	57,952,612	56%	117%	100%	117%
Total	371,530	1,282	62,221,319	60,748,290	95,899	122,969,609	1,122	107,702	120,839,242	100%	114%	89%	102%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1K - Claim Study
CMFG Life Insurance Company
Experience by Issue Age
All Business

2020 Long Term Care Guidelines													
Issue Age	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
<=49	48,337	35	3,474,850	3,014,328	183,671	6,489,178	28	117,048	3,308,428	49%	125%	157%	196%
50-54	87,086	111	6,846,276	7,732,282	131,047	14,578,558	78	129,003	10,049,131	66%	143%	102%	145%
55-59	125,838	215	10,880,325	12,673,612	109,805	23,553,938	201	127,422	25,627,859	79%	107%	86%	92%
60-64	115,714	457	23,412,592	25,717,553	107,540	49,130,145	393	118,649	46,610,556	76%	116%	91%	105%
65-69	61,300	523	27,816,897	22,112,529	95,547	49,929,427	485	101,681	49,292,778	55%	108%	94%	101%
70-74	24,750	458	27,687,455	12,990,090	88,859	40,677,545	451	82,452	37,184,984	35%	102%	108%	109%
75-79	5,351	170	8,653,604	2,914,543	68,187	11,568,147	172	73,607	12,665,990	16%	99%	93%	91%
80+	435	27	1,422,474	2,936	52,739	1,425,410	26	55,797	1,467,615	5%	103%	95%	97%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1L - Claim Study
CMFG Life Insurance Company
Experience by Coverage Type
All Business

2020 Long Term Care Guidelines													
Coverage Type	Total Lives	Count	Actual Claims		Expected Claims			Credibility Measure		Actual to Expected			
			Paid	Reserve	Count	Severity	Incurred			Incidence	Severity	Incurred	
Home Care Only	7,403	19	857,356	1,079,857	38	99,902	1,937,214		19%	51%	154%	78%	
Facility Only	17,684	96	6,432,545	3,896,458	120	107,396	10,329,003		30%	80%	98%	79%	
Comprehensive	443,724	1,879	102,904,571	82,181,558	1,676	98,482	185,086,129		100%	112%	97%	108%	
Total	468,811	1,995	110,194,472	87,157,874	1,834	98,925	197,352,346		100%	109%	97%	106%	

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1M - Claim Study
CMFG Life Insurance Company
Experience by Benefit Period
All Business

2020 Long Term Care Guidelines													
Benefit Period	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Lifetime	58,216	318	22,899,614	23,481,442	145,961	46,381,055	317	133,224	42,185,470	54%	100%	110%	110%
Non-Lifetime	410,595	1,677	87,294,859	63,676,432	90,014	150,971,291	1,518	94,899	144,021,871	100%	111%	95%	105%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1N - Claim Study
CMFG Life Insurance Company
Experience by Elimination Period
All Business

2020 Long Term Care Guidelines													
Elimination Period (days)	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
0 and 30	108,022	448	27,015,021	19,532,957	103,936	46,547,978	478	93,768	44,845,811	73%	94%	111%	104%
31 to 90	323,396	1,368	75,752,462	62,750,895	101,271	138,503,357	1,210	105,543	127,740,326	100%	113%	96%	108%
91 +	37,394	179	7,426,989	4,874,022	68,544	12,301,011	146	93,489	13,621,205	43%	123%	73%	90%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 10 - Claim Study
CMFG Life Insurance Company
Experience by Daily Benefit
All Business

2020 Long Term Care Guidelines													
Daily Benefit	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
0 to 99	57,069	396	21,206,168	9,830,824	78,414	31,036,992	432	61,137	26,411,895	53%	92%	128%	118%
100 to 149	198,082	883	45,879,062	33,994,556	90,451	79,873,618	842	96,510	81,216,265	100%	105%	94%	98%
150 +	213,661	716	43,109,243	43,332,493	120,713	86,441,736	561	140,134	78,579,181	100%	128%	86%	110%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1P - Claim Study
CMFG Life Insurance Company
Experience by Inflation Protection Option
All Business

2020 Long Term Care Guidelines													
Inflation Type	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
None	78,304	755	38,766,940	23,314,882	82,276	62,081,822	723	69,246	50,065,557	63%	104%	119%	124%
Simple	57,665	184	9,913,339	8,237,824	98,871	18,151,163	161	119,221	19,211,735	54%	114%	83%	94%
Compound	331,821	1,031	60,332,835	54,745,116	111,608	115,077,950	927	124,070	115,054,852	100%	111%	90%	100%
GPO	1,021	26	1,181,359	860,052	79,321	2,041,411	23	82,277	1,875,197	7%	113%	96%	109%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1Q - Claim Study
CMFG Life Insurance Company
Experience by Home Health Percentage
All Business

2020 Long Term Care Guidelines													
Home Health Percentage	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
0 pct	17,684	96	6,432,545	3,896,458	107,396	10,329,003	120	109,706	13,126,748	30%	80%	98%	79%
1 to 99 pct	95,063	551	32,906,267	21,118,324	98,063	54,024,590	540	93,534	50,487,109	69%	102%	105%	107%
100 pct	337,437	1,236	66,971,604	58,381,294	101,428	125,352,898	1,089	105,615	115,064,611	100%	113%	96%	109%
101+ pct	18,627	112	3,884,057	3,761,797	68,271	7,645,855	85	88,173	7,528,874	31%	131%	77%	102%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1R - Claim Study
CMFG Life Insurance Company
Experience by Gender
All Business

2020 Long Term Care Guidelines													
Gender	Total Lives	Count	Actual Claims			Expected Claims			Credibility Measure	Actual to Expected			
			Paid	Reserve	Severity	Count	Severity	Incurred		Incidence	Severity	Incurred	
Female	276,712	1,232	73,843,239	58,923,485	107,796	132,766,723	1,177	107,236	126,165,160	100%	105%	101%	105%
Male	192,099	763	36,351,234	28,234,389	84,612	64,585,623	658	91,282	60,042,182	98%	116%	93%	108%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1S - Claim Study
CMFG Life Insurance Company
Experience by Risk Class
All Business

2020 Long Term Care Guidelines													
Risk Class	Total Lives	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected			
		Count	Paid	Reserve	Severity	Incurred	Count	Severity		Incurred	Incidence	Severity	Incurred
Preferred	172,553	492	27,568,708	22,328,705	101,327	49,897,414	531	109,552	58,177,889	93%	93%	92%	86%
Standard	278,490	1,398	77,630,653	61,305,929	99,377	138,936,581	1,221	98,640	120,405,500	100%	115%	101%	115%
Sub Standard	17,769	104	4,995,111	3,523,240	81,555	8,518,351	83	92,330	7,623,953	30%	126%	88%	112%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1T - Claim Study
CMFG Life Insurance Company
Experience by Marital Status
All Business

2020 Long Term Care Guidelines													
Marital Status	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Single	97,281	713	47,973,153	26,409,584	104,370	74,382,737	712	91,770	65,368,099	70%	100%	114%	114%
Married - 1 Insured	73,673	367	19,631,221	17,470,183	101,008	37,101,404	351	101,150	35,551,273	61%	105%	100%	104%
Married - 2 Insureds	297,857	915	42,590,098	43,278,107	93,849	85,868,205	771	110,690	85,287,970	100%	119%	85%	101%
Total	468,811	1,995	110,194,472	87,157,874	98,925	197,352,346	1,834	101,515	186,207,341	100%	109%	97%	106%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2021
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2020 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 2A - Mortality Study
CMFG Life Insurance Company
Experience by Policy Duration**

Policy Duration	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
1 to 3	113,011	4,895	232	151	0.21%	0.13%	154%
4 to 6	102,134	2,294	361	298	0.35%	0.29%	121%
7 to 9	95,857	1,807	575	517	0.60%	0.54%	111%
10 to 12	85,633	2,282	695	758	0.81%	0.89%	92%
13+	70,474	1,831	1,011	1,156	1.43%	1.64%	87%
Total	467,109	13,109	2,874	2,880	0.62%	0.62%	100%

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

Exhibit 2B - Mortality Study
CMFG Life Insurance Company
Experience by Attained Age

Attained Age	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
<=49	18,386	732	9	10	0.05%	0.05%	90%
50-54	32,842	1,206	38	28	0.12%	0.09%	135%
55-59	69,033	1,839	104	96	0.15%	0.14%	108%
60-64	103,097	2,394	226	243	0.22%	0.24%	93%
65-69	106,457	2,300	465	466	0.44%	0.44%	100%
70-74	77,303	1,967	582	641	0.75%	0.83%	91%
75-79	39,861	1,363	629	624	1.58%	1.57%	101%
80-84	15,182	795	479	455	3.16%	2.99%	105%
85-89	4,196	382	250	235	5.96%	5.60%	106%
90+	752	131	92	82	12.23%	10.84%	113%
Total	467,109	13,109	2,874	2,880	0.62%	0.62%	100%

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

Exhibit 2C - Mortality Study
CMFG Life Insurance Company
Experience by Gender

Gender	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
Female	276,078	7,591	1,320	1,421	0.48%	0.51%	93%
Male	191,031	5,518	1,554	1,459	0.81%	0.76%	107%
Total	467,109	13,109	2,874	2,880	0.62%	0.62%	100%

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

**Exhibit 2D - Mortality Study
CMFG Life Insurance Company
Experience by Product**

Product	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
2006	173,218	4,933	834	750	0.48%	0.43%	111%
2002	230,484	6,413	1,385	1,371	0.60%	0.59%	101%
1997	53,590	1,388	416	518	0.78%	0.97%	80%
1993	9,817	375	239	242	2.43%	2.46%	99%
Total	467,109	13,109	2,874	2,880	0.62%	0.62%	100%

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

**Exhibit 2E - Mortality Study
CMFG Life Insurance Company
Experience by Marital Status**

Marital Status	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
Single	102,076	3,916	848	852	0.83%	0.83%	100%
Married - 1 Insured	72,537	2,829	438	424	0.60%	0.58%	103%
Married - 2 Insured	292,496	6,364	1,588	1,604	0.54%	0.55%	99%
Total	467,109	13,109	2,874	2,880	0.62%	0.62%	100%

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

Exhibit 2F - Mortality Study
CMFG Life Insurance Company
Experience by Policy Duration

Policy Duration	Mortality Rate - Actual to Expected				Total
	1993	1997	2002	2006	
1 to 3	211%	175%	158%	140%	154%
4 to 6	138%	117%	129%	113%	121%
7 to 9	104%	97%	112%	115%	111%
10 to 12	74%	53%	91%	105%	92%
13+	97%	77%	90%	95%	87%
Total	99%	80%	101%	111%	100%

Notes:

- 1) Experience from inception through December 31, 2021
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
All Products

Policy Duration		Actual Results		Original Pricing Assumptions					Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	37,464	6.2%		8.6%	3,208	0.5%	185	9.1%	6.0%	0.1%	6.1%
2	35,127	4.1%		7.0%	2,453	0.6%	206	7.6%	4.0%	0.1%	4.1%
3	33,686	2.9%		5.5%	1,860	0.7%	233	6.2%	3.0%	0.2%	3.2%
4	32,703	2.6%		4.5%	1,470	0.8%	265	5.3%	2.0%	0.2%	2.2%
5	31,863	2.3%		3.9%	1,258	0.9%	302	4.9%	2.0%	0.3%	2.3%
6	31,145	2.1%		3.3%	1,024	1.1%	344	4.4%	1.5%	0.4%	1.9%
7	30,492	2.0%		2.5%	776	1.3%	391	3.8%	1.5%	0.5%	2.0%
8	29,868	1.9%		2.3%	684	1.5%	442	3.8%	1.5%	0.6%	2.1%
9	29,294	1.9%		2.1%	616	1.7%	499	3.8%	1.9%	0.6%	2.5%
10	28,741	2.7%		2.0%	572	1.9%	539	3.9%	1.9%	0.8%	2.7%
11	27,961	3.0%		2.0%	557	2.1%	577	4.1%	1.9%	0.9%	2.8%
12	22,939	2.9%		2.2%	499	2.3%	521	4.4%	1.9%	1.1%	2.9%
13	18,577	2.5%		2.4%	446	2.5%	468	4.9%	1.8%	1.2%	3.0%
14	14,121	2.5%		2.7%	383	2.8%	391	5.5%	1.8%	1.4%	3.2%
15	9,387	2.9%		3.2%	299	3.0%	285	6.2%	1.7%	1.7%	3.4%
16	5,771	2.9%		3.9%	223	3.2%	185	7.1%	1.5%	2.0%	3.5%
17	3,950	3.4%		4.6%	184	3.2%	128	7.9%	1.4%	2.1%	3.5%
18	2,839	4.1%		5.6%	158	3.1%	89	8.7%	1.1%	2.2%	3.4%
19	2,174	2.3%		6.1%	133	3.2%	69	9.3%	1.0%	2.3%	3.3%
20	1,780	2.8%		6.2%	110	3.5%	62	9.6%	1.0%	2.6%	3.6%
21	1,364	2.8%		6.2%	84	3.7%	50	9.9%	1.0%	2.8%	3.8%
22	967	4.0%		6.3%	61	4.1%	39	10.3%	1.0%	3.1%	4.1%
23	415	6.3%		6.5%	27	6.1%	25	12.6%	1.0%	4.7%	5.7%
24	201	9.5%		6.9%	14	7.7%	15	14.6%	1.0%	6.1%	7.1%
25	144	6.3%		7.0%	10	7.9%	11	14.9%	1.0%	6.3%	7.3%
26	95	9.5%		7.0%	7	8.4%	8	15.4%	1.0%	6.7%	7.7%
27	37	2.7%		7.0%	3	8.9%	3	15.9%	1.0%	7.1%	8.1%
28	11	27.3%		7.0%	1	9.7%	1	16.7%	1.0%	7.7%	8.7%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10-pay and paid-up at age 65).
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price each product.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2021.

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
1993 Product

Policy		Actual Results		Original Pricing Assumptions					Current Assumptions		
Duration	Total Lives		Total Terminations	Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	547		4.0%	22.4%	123	1.2%	7	23.6%	6.0%	0.2%	6.2%
2	525		2.9%	17.4%	91	1.3%	7	18.7%	4.0%	0.3%	4.3%
3	510		2.2%	13.4%	69	1.5%	7	14.9%	3.0%	0.4%	3.4%
4	499		2.8%	11.9%	60	1.6%	8	13.5%	2.0%	0.6%	2.6%
5	485		1.0%	10.4%	51	1.7%	8	12.1%	2.0%	0.8%	2.8%
6	480		0.8%	8.9%	43	1.9%	9	10.8%	1.5%	1.0%	2.5%
7	476		2.3%	8.4%	40	2.1%	10	10.5%	1.5%	1.3%	2.8%
8	465		0.9%	7.9%	37	2.3%	11	10.2%	1.5%	1.6%	3.1%
9	461		3.5%	7.4%	34	2.5%	11	9.9%	1.0%	1.9%	2.9%
10	445		2.0%	7.0%	31	2.7%	12	9.7%	1.0%	2.1%	3.1%
11	436		3.7%	7.0%	30	3.0%	13	10.0%	1.0%	2.3%	3.3%
12	420		3.1%	7.0%	29	3.2%	14	10.2%	1.0%	2.5%	3.5%
13	407		4.2%	7.0%	28	3.5%	14	10.5%	1.0%	2.7%	3.7%
14	390		3.3%	7.0%	27	3.8%	15	10.8%	1.0%	2.9%	3.9%
15	377		4.8%	7.0%	26	4.1%	16	11.1%	1.0%	3.2%	4.2%
16	359		3.1%	7.0%	25	4.5%	16	11.4%	1.0%	3.5%	4.5%
17	348		3.7%	7.0%	24	4.9%	17	11.8%	1.0%	3.8%	4.8%
18	337		10.4%	7.0%	23	5.2%	18	12.2%	1.0%	4.1%	5.1%
19	302		3.0%	7.0%	21	5.6%	17	12.6%	1.0%	4.4%	5.4%
20	293		6.1%	7.0%	20	6.0%	18	13.0%	1.0%	4.7%	5.7%
21	275		5.1%	7.0%	19	6.5%	18	13.4%	1.0%	5.1%	6.1%
22	261		8.8%	7.0%	18	6.9%	18	13.9%	1.0%	5.5%	6.5%
23	236		9.7%	7.0%	16	7.3%	17	14.3%	1.0%	5.8%	6.8%
24	196		9.7%	7.0%	14	7.7%	15	14.7%	1.0%	6.1%	7.1%
25	144		6.3%	7.0%	10	7.9%	11	14.9%	1.0%	6.3%	7.3%
26	95		9.5%	7.0%	7	8.4%	8	15.4%	1.0%	6.7%	7.7%
27	37		2.7%	7.0%	3	8.9%	3	15.9%	1.0%	7.1%	8.1%
28	11		27.3%	7.0%	1	9.7%	1	16.7%	1.0%	7.7%	8.7%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10-pay and paid-up at age 65).
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 IAM table.
The original ultimate lapse assumption was 6.0% for issue ages 62 and younger and 8.0% for issue ages 63 and older.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2021.

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
1997 Product

		Actual Results		Original Pricing Assumptions					Current Assumptions			
Policy Duration	Total Lives	Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	3,333	4.1%		10.8%	359	0.5%	18	11.3%	6.0%	0.1%	6.1%	
2	3,198	3.1%		8.8%	280	0.6%	19	9.4%	4.0%	0.1%	4.1%	
3	3,100	2.6%		6.8%	210	0.7%	21	7.4%	3.0%	0.2%	3.2%	
4	3,020	2.3%		6.6%	199	0.7%	22	7.3%	2.0%	0.3%	2.3%	
5	2,952	2.1%		6.4%	188	0.8%	24	7.2%	2.0%	0.4%	2.4%	
6	2,889	1.9%		6.2%	179	0.9%	26	7.1%	1.5%	0.5%	2.0%	
7	2,834	2.4%		6.0%	170	1.0%	29	7.0%	1.5%	0.6%	2.1%	
8	2,763	2.2%		6.0%	166	1.1%	31	7.1%	1.5%	0.7%	2.2%	
9	2,701	2.2%		6.0%	162	1.2%	33	7.2%	1.0%	0.9%	1.9%	
10	2,640	2.3%		6.0%	158	1.4%	36	7.4%	1.0%	1.0%	2.0%	
11	2,580	2.2%		6.0%	155	1.5%	39	7.5%	1.0%	1.1%	2.1%	
12	2,523	2.9%		6.0%	151	1.6%	41	7.6%	1.0%	1.2%	2.2%	
13	2,451	3.0%		6.0%	147	1.8%	44	7.8%	1.0%	1.3%	2.3%	
14	2,377	2.9%		6.0%	143	1.9%	46	7.9%	1.0%	1.4%	2.4%	
15	2,308	2.8%		6.0%	138	2.1%	47	8.1%	1.0%	1.5%	2.5%	
16	2,244	2.7%		6.0%	135	2.2%	49	8.2%	1.0%	1.6%	2.6%	
17	2,184	2.7%		6.0%	131	2.4%	51	8.4%	1.0%	1.7%	2.7%	
18	2,113	3.3%		6.0%	127	2.5%	54	8.5%	1.0%	1.8%	2.8%	
19	1,872	2.1%		6.0%	112	2.8%	52	8.8%	1.0%	2.0%	3.0%	
20	1,487	2.2%		6.0%	89	3.0%	44	9.0%	1.0%	2.2%	3.2%	
21	1,089	2.2%		6.0%	65	3.0%	33	9.0%	1.0%	2.2%	3.2%	
22	706	2.3%		6.0%	42	3.0%	21	9.0%	1.0%	2.2%	3.2%	
23	179	1.7%		6.0%	11	4.4%	8	10.4%	1.0%	3.2%	4.2%	
24	5	0.0%		6.0%	0	7.2%	0	13.2%	1.0%	5.3%	6.3%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10-pay and paid-up at age 65).
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table.
The original ultimate lapse assumption was 6.0%.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2021.

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
2002 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions			
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	16,663	6.8%		10.3%	1,711	0.8%	137	11.1%	6.0%	0.1%	6.1%	
2	15,527	4.4%		8.3%	1,287	0.9%	142	9.2%	4.0%	0.1%	4.1%	
3	14,845	3.2%		6.5%	972	1.0%	151	7.6%	3.0%	0.2%	3.2%	
4	14,366	2.8%		5.3%	767	1.1%	162	6.5%	2.0%	0.2%	2.2%	
5	13,966	2.3%		4.7%	657	1.2%	175	6.0%	2.0%	0.3%	2.3%	
6	13,641	2.1%		4.3%	591	1.4%	189	5.7%	1.5%	0.3%	1.8%	
7	13,348	2.1%		3.2%	428	1.5%	204	4.7%	1.5%	0.4%	1.9%	
8	13,064	1.8%		2.6%	345	1.7%	219	4.3%	1.5%	0.5%	2.0%	
9	12,831	1.7%		2.2%	287	1.8%	237	4.1%	2.0%	0.6%	2.6%	
10	12,619	2.6%		2.0%	252	2.0%	256	4.0%	2.0%	0.7%	2.7%	
11	12,285	3.3%		2.0%	246	2.2%	275	4.2%	2.0%	0.9%	2.9%	
12	11,875	3.1%		2.0%	238	2.5%	292	4.5%	2.0%	1.0%	3.0%	
13	11,330	2.6%		2.0%	227	2.7%	304	4.7%	2.0%	1.1%	3.1%	
14	10,007	2.6%		2.0%	200	3.0%	295	5.0%	2.0%	1.4%	3.4%	
15	6,702	2.8%		2.0%	134	3.3%	222	5.3%	2.0%	1.7%	3.7%	
16	3,168	3.1%		2.0%	63	3.8%	119	5.8%	2.0%	2.0%	4.0%	
17	1,418	4.4%		2.0%	28	4.2%	60	6.2%	2.0%	2.3%	4.3%	
18	389	2.8%		2.0%	8	4.5%	18	6.5%	2.0%	2.7%	4.7%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10-pay and paid-up at age 65).
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table.
The original ultimate lapse assumption reached 2.0% by duration 10.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 2.0% starting in duration 9.
- 5) Experience is through December 31, 2021.

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
2006 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions			
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	16,921	6.2%		6.0%	1,015	0.1%	24	6.1%	6.0%	0.1%	6.1%	
2	15,877	4.1%		5.0%	794	0.2%	38	5.2%	4.0%	0.1%	4.1%	
3	15,231	2.7%		4.0%	609	0.4%	54	4.4%	3.0%	0.2%	3.2%	
4	14,818	2.4%		3.0%	445	0.5%	73	3.5%	2.0%	0.2%	2.2%	
5	14,460	2.2%		2.5%	362	0.7%	95	3.2%	2.0%	0.3%	2.3%	
6	14,135	2.1%		1.5%	212	0.8%	120	2.3%	1.5%	0.3%	1.8%	
7	13,834	1.9%		1.0%	138	1.1%	149	2.1%	1.5%	0.4%	1.9%	
8	13,576	2.0%		1.0%	136	1.3%	181	2.3%	1.5%	0.5%	2.0%	
9	13,301	2.0%		1.0%	133	1.6%	217	2.6%	2.0%	0.6%	2.6%	
10	13,037	2.8%		1.0%	130	1.8%	235	2.8%	2.0%	0.7%	2.7%	
11	12,660	2.7%		1.0%	127	2.0%	250	3.0%	2.0%	0.9%	2.9%	
12	8,121	2.6%		1.0%	81	2.1%	174	3.1%	2.0%	1.0%	3.0%	
13	4,389	1.9%		1.0%	44	2.4%	106	3.4%	2.0%	1.2%	3.2%	
14	1,347	1.6%		1.0%	13	2.6%	35	3.6%	2.0%	1.4%	3.4%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10-pay and paid-up at age 65).
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1994 GAM table, projected to 2006.
The original ultimate lapse assumption reached 1.0% by duration 7.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 2.0% starting in duration 9.
- 5) Experience is through December 31, 2021.

Objection Letter for CUNA-133455533

State: Pennsylvania

Product Name: 2006 LTC Product

Objection Letter Date: 11/21/2022

Respond By Date:

Submitted Date: 11/21/2022 04:13 AM

Objection 1

Please provide an Excel spreadsheet that incorporates the three calendar-year non-interest adjusted column vectors of earned premium requested below:

- a) Provide the historical (from inception) and projected nationwide earned premium that will be collected at the original rate level. In terms of the 58%/85% Method, this would be the premium column vector that would be subject to a .58 factor. Please provide this – and all other data in this question - as a non-interest rate discounted column vector.
- b) Provide the historical (from the date of the first premium increase) and projected nationwide earned premium that will be collected at a “higher than original” rate level. In terms of the 58%/85% Method, this would be the premium column vector that would be subject to a .85 factor. This vector should not include premium generated from the current requested increase
- c) Provide the projected nationwide calendar-year earned premium (from the effective date of the current proposed increase) that will be collected at a “higher than original” rate level due to the current proposed rate increase. Again, in terms of the 58%/85% Method, this would be subject to a .85 factor. Please ensure that the projected premium provided in this vector is not also included in the vector requested in Item (b) above.
- d) Provide a column vector of the historical (from inception) and projected nationwide incurred claims on a calendar year basis.
- e) Please provide the interest rate (or calendar-year interest rate vector) used to determine the accumulated and present values found in the post-rate stability loss ratio demonstrations in the actuarial memo.

Response 1

Please see the tab “Objection 1” of the file “PA 2006 Objections 1 and 8.xlsx” for the requested spreadsheet of column vectors.

Objection 2

Has Covid 19 been factored into your projections?

Response 2

We have not included COVID-19 in the projections.

Objection 3

Please provide a seriatim listing of the affected policies in this block in Excel. Each record within the worksheet must contain the policy’s unique identification number, form number, issue age, issue date, inflation status indicator, benefit period, current annual premium, and requested premium increase in each year of the proposed implementation period.

The Department has the following premium increase guidelines: (i) the annual increase on any

policyholder should be limited to 30%, (ii) the staging period of the increase should be limited to no more than four years, and (iii) the aggregate increase (weighted upon the current premium column vector in the Excel seriatim policy listing) must be under 100%.

Response 3

Please see the seriatim policy listing in "Seriatim Policy List for 2006 Product in PA Objection 3 Response.xlsx."

Objection 4

Please provide your best estimate of the date when the first letter will be mailed informing policyholders of this premium increase.

Response 4

June 25, 2023

Objection 5

Please provide a table showing the requested and approved increases on this form in each state where business was written. Include a column showing the cumulative total past rate increase granted for each state.

Response 5

This has been attached.

Objection 6

Please provide the cumulative weighted average increase for PA policies in force (or confirm if the answer is 130.4%).

Response 6

We confirm that the answer is 130.4%.

Objection 7

Please provide Appendix B in an Excel spreadsheet. Please leave all the formulas in the spreadsheet.

Response 7

This has been attached.

Objection 8

Appendix B indicates that the maximum allowable increase under the 58%/85% Method is 75%. If the spreadsheet I requested in Item #7 doesn't contain a formula that calculated the 75% figure, then provide a spreadsheet in Excel that details how the 75% value was calculated.

Response 8

Please see the tab "Objection 8" of the file "PA 2006 Objections 1 and 8.xlsx" for the development of the 75% maximum allowable rate increase.

Objection 9

Please provide the letter that will be sent to policyholders to inform them of the increase and their available options.

Response 9

This has been attached.

The disapproved filing may be resubmitted within 120 days of the date of disapproval. If the Department does not hear from you within 120 days, the subject filing will be permanently closed. Such filings resubmitted after 120 days must be submitted as a new filing, inclusive of appropriate filing fees and disclosure of the closed filing SERFF tracking number.

[illegible]



CMFG Life Insurance Company

Date

Policyholder name

Address

RE: Important Changes to Your <Partnership Approved> Long Term Care Insurance Policy

Policy Number: ____

Dear Policyholder:

CMFG Life Insurance Company (CMFG) will soon increase the premium on your Long Term Care policy. The purpose of this letter is to inform you of the rate increase and explain the options that are available to you. We encourage you to contact us toll free at 1.866.245.7133 if you have questions. Our business hours are Monday-Friday 7 a.m. to 7 p.m. CST; 8 a.m. to 8 p.m. EST.

The rate increase is necessary to ensure current and future claims are adequately funded, so that long term care benefits will be available to you when you need them. The Company filed a request for a rate increase to the <State> Department of Insurance and provided justification to the Commissioner that satisfies current state laws. <A rate increase of ____% will be applied to your policy.>

This increase will be applied to all state policyholders that have the same policy form. No policyholder is ever singled out to receive a rate increase that is higher or lower than other policyholders in the same rating class. We know how important your long term care coverage is to you and understand that this premium increase may make it more difficult to continue your current level of coverage. We do not take this action lightly.

When will my premium change and what will my new premium be?

- Your premium will change on <Premium Due Date>.
- Your new premium will increase from <Old Premium Amount> to <New Premium Amount> per <Billing Mode> based on your current benefits.
- If your policy is currently on claim and your premiums are being waived, the premium increase will have no impact on you at this time. You will have to pay the increased premium only after you return to a premium paying status.

What are my options?

We recognize that raising premiums will impact individual policyholders in different ways. As such, there are options that you may consider at this time:

1. Continue current level of coverage: Keep your exact coverage without any changes and the new premium will take effect on the date indicated above.

2. Adjust your coverage: You may consider reducing the level of coverage in order to make premiums more affordable. The policy change request at the end of this letter lists some of the policy adjustments that are available as an alternative to the current plan, while still maintaining essential coverage. (Note that all options may not be of equal value. <Some benefit reduction options may result in a loss in partnership status, if applicable, and may reduce policyholder protections.>)

3. Elect the Contingent Benefit Upon Lapse Option (CBUL). The CBUL option allows you to continue your policy automatically after lapse without further premium payments and with the same level of benefits except for a reduction in your Maximum Benefit and termination of certain policy riders. Please refer to the termination provision in any riders purchased with your policy. You will be eligible for this coverage if your Policy lapses within 120 days of the rate increase.

<4. Continue your coverage under the Nonforfeiture Benefit Rider if included on your policy: This rider allows you to stop paying premium at any time and continue your coverage with the same level of benefits except for a reduction in your Maximum Benefit and termination of certain policy riders. Please refer to the termination provision in any riders purchased with your policy.>

Please carefully evaluate your situation and your current coverage needs before choosing any of the above options.

Premium Increase History

CMFG Life sold Long Term Care insurance between 1992 and 2010. CMFG Life no longer offers new Long Term Care insurance policies or increases to existing coverage. The following is CMFG Life's history with respect to adjusting premium rates on our Long Term Care insurance products.

Base Policy Form	Years Available	Year of Increase	Increase Range
5701	1992 – 1999	Annually from 2011-<2017>	1.5% - <75%>
97-LTC-HHC1	1997 – 2004	Annually from 2011-<2018>	1.5% - <75%>
2002-LTC-FAC	2002 – 2008	Annually from 2011-<2020>	1.5% - <150%>
2006-LTC-COMP	2006 – 2010	Annually from 2011-<2020>	1.5% - <150%>

Your policy is guaranteed renewable. This means you have the right, subject to the terms of your Policy, to continue this Policy as long as you pay your premiums on time. However, premium rates may be increased under certain conditions. The need for rate increases is related to expected future experience and not economic conditions.

Next Steps

There is nothing you need to do if you want to continue your current coverage other than pay your new premium when due. If you want to change your benefits before the effective date of the increase, you must complete and return the policy change request below within 45 days from the date of this letter. If your policy lapses and we do not hear from you, your coverage will be continued automatically under the CBUL option.

We value your business and want to thank you for choosing CMFG Life to provide your long term care coverage. We are committed to ensuring that your long term care insurance benefits are there when you need them.

Sincerely,

Long Term Care Services
CMFG Life Insurance Company

CMFG Life Insurance Company
Statement of Variability
Policyholder Notice: 02 06 2020 0401 STD

<p>Third sentence of paragraph two:</p> <p><A rate increase of ____% will be applied to your policy>.</p>	<p>The third sentence in paragraph two may be replaced with one of the following paragraphs:</p> <p>1st of 2 rate increases: An overall rate increase of ____% will be applied to your policy. This increase will be implemented over a two-year period. This letter is notification of the first increase of ____% that will occur on the date shown below. A second rate increase of an additional ____% will occur one year after the first rate increase. We will notify you at least 60 days before the second premium rate increase occurs.</p> <p>2nd of 2 rate increases: An overall rate increase of ____% will be applied to your policy. This increase will be implemented over a two-year period. The first increase of ____% occurred one year ago. This letter is notification of the second increase of ____% that will occur on the date shown below.</p> <p>1st of 3 rate increases: An overall rate increase of ____% will be applied to your policy. This increase will be implemented over a three-year period. This letter is notification of the first increase of ____% that will occur on the date shown below. A second rate increase of an additional ____% and third rate increase of an additional ____% will occur one year and two years, respectively, after the first rate increase. We will notify you at least 60 days before the second premium rate increase occurs.</p> <p>2nd of 3 rate increases: An overall rate increase of ____% will be applied to your policy. This increase will be implemented over a three-year period. The first increase of ____% occurred one year ago. This letter is notification of the second increase of ____% that will occur on the date shown below. We will notify you at least 60 days before the third premium rate increase occurs.</p> <p>3rd of 3 rate increases: An overall rate increase of ____% will be applied to your policy. This increase will be implemented over a three-year period. The first increase of ____% occurred two years ago and the second increase of ____% occurred one year ago. This letter is notification of the third increase of ____% that will occur on the date shown below.</p>
--	---